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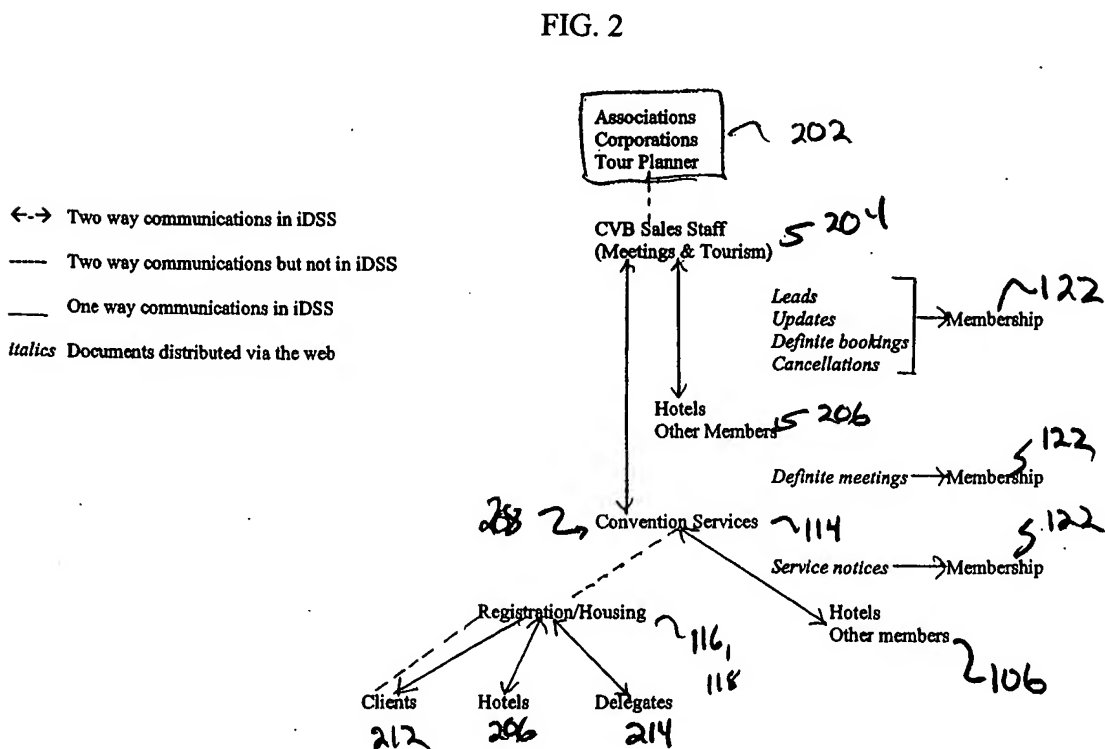
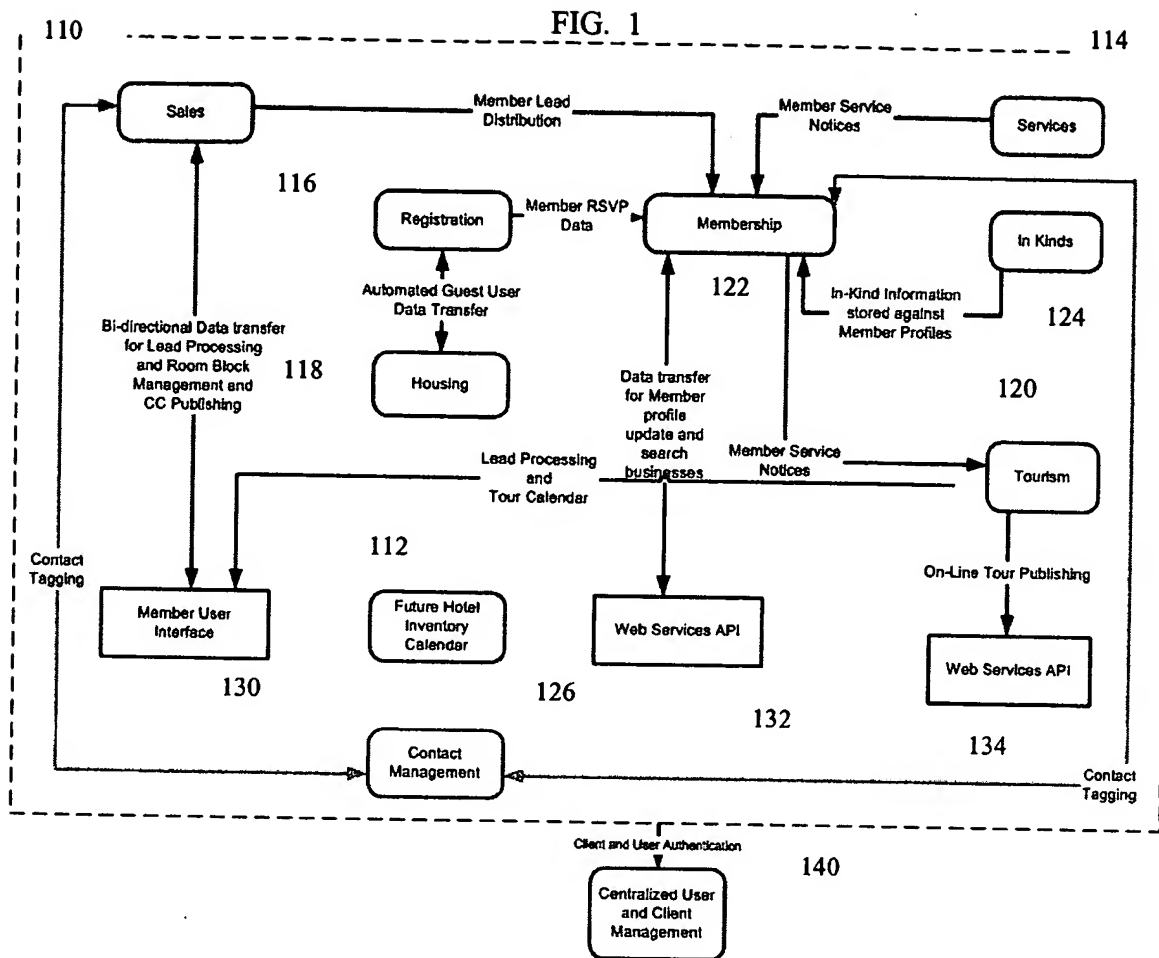


FIG. 3

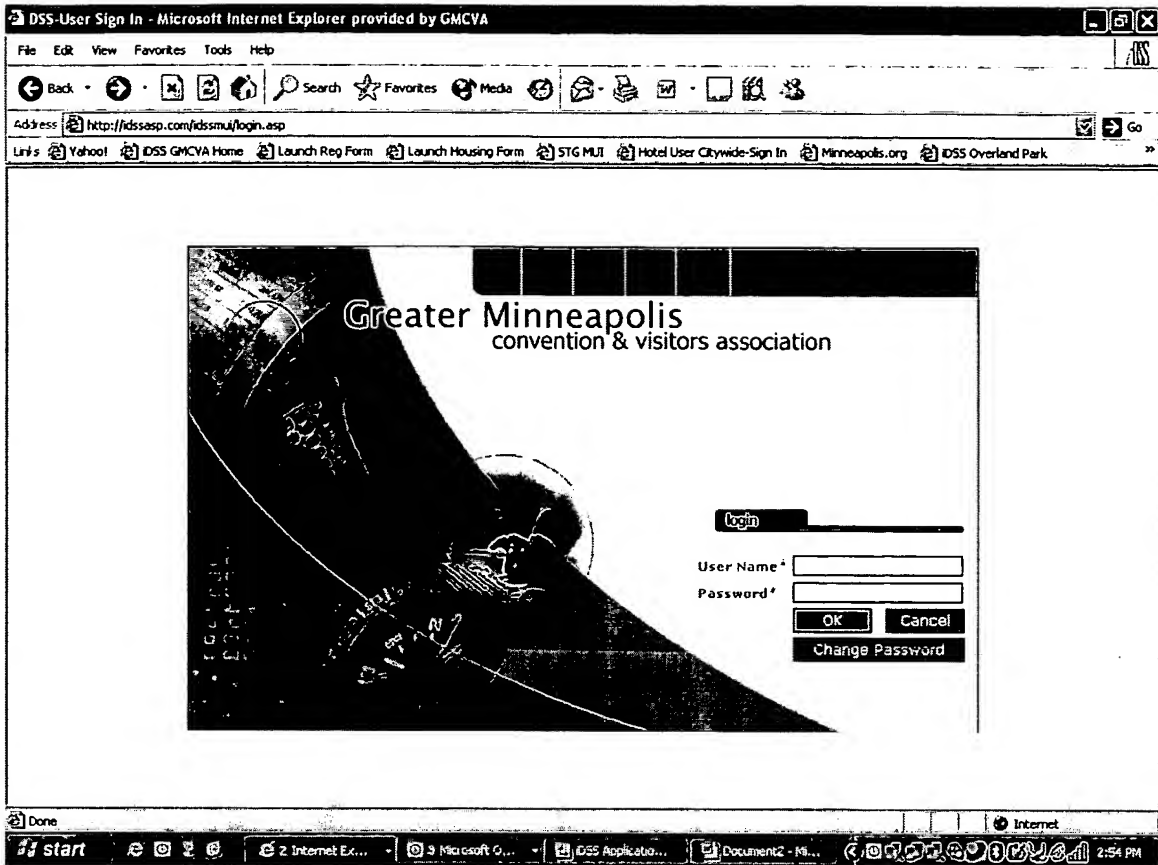


FIG. 4

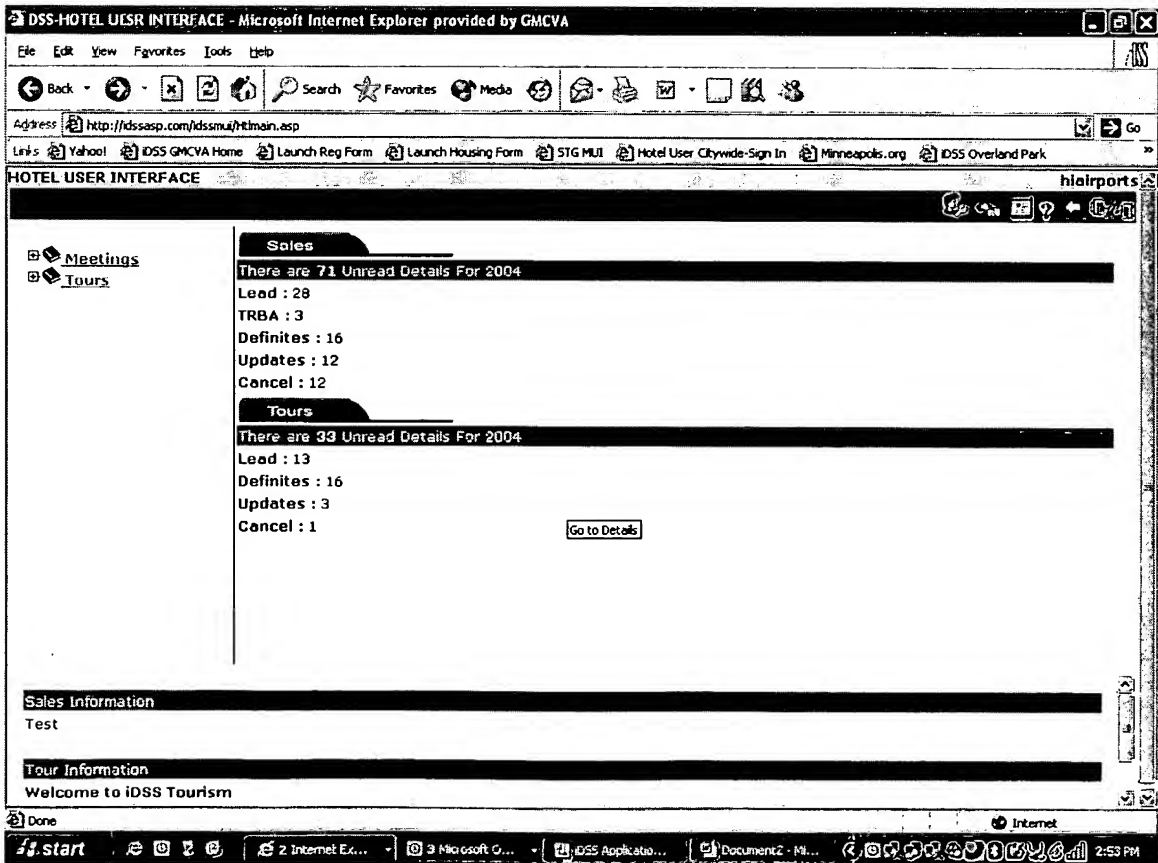


FIG. 5

Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Address: http://idssasp.com/idssmu/htlmain.asp

Links: Yahoo! IDSS GMCVA Home Launch Reg Form Launch Housing Form STG MUI Hotel User Citywide-Sign In Minneapolis.org IDSS Overland Park

HOTEL USER INTERFACE

hialrports

- Meetings
 - Leads
 - 2004(28)
 - 2003
 - 2002
 - TRBA
 - Definites
 - Updates
 - Cancel
- Tours
 - Leads
 - 2004(16)
 - 2003
 - 2002
 - Definites
 - Updates
 - Cancel

Sales

There are 71 Unread Details For 2004

Lead : 28
TRBA : 3
Definites : 16
Updates : 12
Cancel : 12

Tours

There are 83 Unread Details For 2004

Lead : 13
Definites : 16
Updates : 3
Cancel : 1

Sales Information
Test

Tour Information
Welcome to IDSS Tourism

Click to collapse

Internet

2 Internet E... Microsoft... IDSS Applet... Document2... 2:58 PM

FIG. 6A

Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Address: http://idssasp.com/idssmu/htlmain.asp

Links: Yahoo! IDSS GMCVA Home Launch Reg Form Launch Housing Form STG MUI Hotel User Citywide-Sign In Minneapolis.org IDSS Overland Park

HOTEL USER INTERFACE

hialrports

- Meetings
 - Leads
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 - TRBA
 - Definites
 - Updates
 - Cancel
- Tours
 - Leads
 - 2004(16)
 - 2003
 - 2002
 - Definites
 - Updates
 - Cancel

Sales-Leads-2004

Organization Name	City	Zip	Meeting Name	Room Rights	Date Sent	Sales Person
Assn of Legal Administrators	Vernon Hills	60061	2005 Region 3 Educational Conference	80	02/11/2004	Annie Strange
American Institute of Architecture Students	Washington	20006	2004 Studio Culture Summit	20	02/10/2004	Stephanie Grimaldi
Tupperware, USA	Orlando	32837	2005 Spring Session	378	02/10/2004	Annie Strange
Interstate Renewable Energy Council	Latham	12110-1156	2004 Midwest Million Solar Roofs Workshop	10	02/09/2004	Jerry Terp
University of Minnesota	Minneapolis	55455	Health Implications of Community	0	02/09/2004	Sue Eastman
Midwest Energy Association	Minnetonka	55343	2004 Annual Planning Meeting	80	02/05/2004	Annie Strange
Roberta Kay n' Associates	Sauk Rapids	56379	2005 Annual Structural PCO Conference	100	02/04/2004	Annie Strange
American Cancer Society	Atlanta	30329	ACS Midwest Division - Board of Directors Meeting/Leadership Conf	130	01/29/2004	Annie Strange
American Medical Writer's Assn	Rockville	20850-1192	2008 Annual Conference	600	01/26/2004	Stephanie Grimaldi

Sales Information
Test

Tour Information
Welcome to IDSS Tourism

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Internet

2 Internet E... Microsoft... IDSS Applet... Document2... 2:58 PM

FIG. 6B

DSS-HOTEL USER INTERFACE - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Address http://idssasp.com/idssmu/htmain.asp

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HOTEL USER INTERFACE

hialrports

Find Org Reset

Sales-TRBA-2004

Organization Name	City	Zip	Meeting Name	Peel Room Nights	Date Sent	Due Date	Sales Person
Quilts, Inc.	Houston	77063	2006 Spring Quilt Market and Festival		1150 01/26/2004	02/04/2004	Scott Romane
Nat'l Collegiate Athletic Assn	Indianapolis	46206-6222	2007 and 2008 First/Second Rounds		807 01/09/2004	01/14/2004	Sue Eastman
Nat'l Collegiate Athletic Assn	Indianapolis	46206-6222	2007 and 2008 Regional Men's Basketball		675 01/09/2004	01/13/2004	Sue Eastman

Sales Information

Test

Tour Information

Welcome to IDSS Tourism

Click to collapse

Internet

start DSS-HOTEL USER INT... Corner2-Muscol...

FIG. 6C

DSS-HOTEL USER INTERFACE - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Address http://idssasp.com/idssmu/htmain.asp

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HOTEL USER INTERFACE

hialrports

Find Org Reset

Sales-Definite-2004

Organization Name	City	Zip	Meeting Name	Peel Room Nights	Date Sent	Sales Person
Nat'l Wildlife Rehabilitators Assn	St. Cloud	56303	2005 Nat'l Conference		180 02/17/2004	Annie Strange
Substance Abuse Program Administrators Association	Germantown	20874	2004 Annual Meeting		75 02/11/2004	Angie Kufus
Electronic Check Clearing House Organization	Dallas	75219-4274	2004 Board Meeting		25 02/10/2004	Katie Smith
Public Affairs Int'l Inc.	Silver Spring	20905	2004 IRS Nationwide Tax Forum & Exhibition		350 02/05/2004	Stephanie Grimaldi
Nat'l Assn for College Admissio Click for More Details	Arlington	22201	2004 Annual College Fair		120 01/27/2004	Stephanie Grimaldi
Anglican Church in America	Alstead	03602	Executive Council Meeting		29 01/22/2004	Jerry Terp
Federation of State Humanities Councils	Washington	20033	Legislative Committee		10 01/19/2004	Angie Kufus
Heartspring	Wichita	67226	2004 Rossetti Seminar		60 01/14/2004	Katie Smith
Meetings & Events Network	Friendswood	77546	2004 January Super Sales		40 01/13/2004	Katie Smith
Midwest Energy Efficiency Alliance	Chicago	60611	2004 Board Meeting		20 01/12/2004	Annie Strange
American Public Power Assoc	Washington	20037-	2006 Business and		225 01/12/2004	Stephanie

Sales Information

Test

Tour Information

Welcome to IDSS Tourism

Click to collapse

Internet

start DSS-HOTEL USER INT... Corner2-Muscol...

FIG. 6D

DSS-HOTEL USER INTERFACE - Microsoft Internet Explorer provided by GMCVA

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Address http://idssasp.com/idssmu/htmain.asp

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HOTEL USER INTERFACE

hlaiports

Find Org Reset

Sales Update-2004

Organization Name	City	Zip	Meeting Name	Peak Room Nights	Date Sent	Sales Person
Int'l Society of Glass Beadmakers	Cleveland	44114	The 2007 Gathering	200	02/16/2004 10:54:55 AM	Annie Strange
Elle k Associates	Rockville	20852	2004 SSA - Ticket to Work	350	02/16/2004 10:01:43 AM	Stephanie Grimaldi
American Academy of Bereavement	Buffalo	14202	2004 Advanced Bereavement Facilitator Meeting	40	02/06/2004 3:44:30 PM	Jerry Terp
Int'l Code Council	Country Club Hills	60478-5795	2008 Annual Conference	1200	02/06/2004 12:37:38 PM	Scott Romane
Int'l Code Council	Country Club Hills	60478-5795	2007 Annual Conference	1200	02/06/2004 12:22:57 PM	Scott Romane
Int'l Code Council	Country Club Hills	60478-5795	2006 Annual Conference	1200	02/06/2004 11:56:26 AM	Scott Romane
Nat'l Hospice & Palliative Care Organization	Alexandria	22314-2848	2005 Spiritual Care Conference	325	02/05/2004 11:06:29 AM	Stephanie Grimaldi
American Embryo Transfer Assn	Click for More Details	74	2005 Annual Meeting	220	02/03/2004 9:47:23 AM	Scott Romane
American Studies Assn	Washington	20036	2008 Annual Conference	600	02/03/2004	Stephanie Grimaldi

Sales Information

Test

Trip Information

Welcome to IDSS Tourism

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Internet

DSS-HOTEL USER INT...

Document2-Microsoft...

4:59 PM

FIG. 6E

DSS-HOTEL USER INTERFACE - Microsoft Internet Explorer provided by GMCVA

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Address http://idssasp.com/idssmu/htmain.asp

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HOTEL USER INTERFACE

hlaiports

Find Org Reset

Sales Cancel-2004

Organization Name	City	Zip	Meeting Name	Peak Room Nights	Date Sent	Sales Person
Assn of Humanistic Psychology	Alameda	64501	2004 Gregg Braden Workshop	80	02/17/2004	Katie Smith
Nat'l Assn of Boards of Pharmacy	Park Ridge	60068	2006 Annual Meeting	291	02/12/2004	Sue Eastman
Center for Technology Commercialization	Ruther Glen	22546	2004 Homeland Security Conference	800	02/12/2004	Sue Eastman
American Assn of Motor Vehicle Administrators	Arlington	22203	2004 Motor Vehicle & Traffic Law Institute Meeting	70	02/10/2004	Stephanie Grimaldi
Nat'l Academic Advising Assn Manhattan		66502-2912	2004 NACADA Academic Advising Summer Institute	170	02/05/2004	Katie Smith
Horton Event Management Services	Herndon	20172-1643	2004 Spring or Fall ART Methods and Ceramics Show	50	02/05/2004	Stephanie Grimaldi
Bank Insurance & Securities Association	Allentown	18104	2004 Community & Regional Banking Forum	250	01/29/2004	Jerry Terp
Clinical Laboratory Management Assn	Wayne	19087	2006/2007 Annual Conference & Exhibition	3000	01/16/2004	Karen Madlock
Collaborative Family HealthCare Coalition	New York	10011-8604	2004 Biennial Conference	100	01/15/2004	Jerry Terp

Sales Information

Test

Trip Information

Welcome to IDSS Tourism

http://idssasp.com/idssmu/sales/meeting/htlight.asp?Item=56year=2004borderby=DATESENT DESC&Condition=&id=3220521920720623021

Internet

DSS-HOTEL USER INT...

Document2-Microsoft...

4:59 PM

FIG. 7A

DSS - Date - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail

Address <http://gmcva.idssasp.com/sales/mccalendar/datehotel.asp?popup=yes&hotel=yes&id=0420121721121622021321023021621618218218517819816639> Go

Links Yahoo! DSS GMCVA Home Launch Reg Form Launch Housing Form STG MUJ Hotel User Citywide-Sign In Minneapolis.org DSS Overland Park

Select Date hairsports

Starting Date

Ending Date

Done Internet 3:01 PM

FIG. 7B

DSS-MCCalendar - Microsoft Internet Explorer provided by GMCYA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail Calendar RSS

Address http://gmcva.idssasp.com/sales/mccalendar/MCCcalendarhotel.asp?txtsd=06%2F1%2F2005&txted=6%2F30%2F2005&htxtsearchname=&htxtpopup=yes&hdndatetype=start&hl... Go

Links Yahoo! DSS GMCYA Home Launch Reg Form Launch Housing Form STG MUL Hotel User Citywide-Sign In Minneapolis.org IDSS Overland Park

Calendar Dates

Starting Date 06/1/2005 Ending Date 06/30/2005 Change Date << Prev Next >> Print [Icons]

	Jun 1	Jun 2	Jun 3	Jun 4	Jun 5	Jun 6	Jun 7	Jun 8	Jun 9	Jun 10	Jun 11	Jun 12	Jun 13	Jun 14	Jun 15	Jun 16	Jun 17	Jun 18	Jun 19	Jun 20	Jun 21	Jun 22	Jun 23	Jun 24	Jun 25	Jun 26	Jun 27	Jun 28	Jun 29	Jun 30	
uss																		515	515	515	515	0									
usdl										30	100	250	350	350	100	30	0														
rbaa																								5	75	225	450	450	450	250	50
swma															13	26	52	182	624	1105	1300	1235	728	208	0						
nas	600	100	0																												
shdc														15	145	240	465	535	310	30	0										
pva																								70	175	255	800	800	800	800	
kddba	50	200	600	2200	2500	2125	650	50	0	0																					
nacva	350	350	200	50	0																										
mccva								100	350	350	200	50	0																		
distmstr	1000	650	800	2250	2500	2125	750	400	350	200	70	100	250	365	508	891	1032	1232	1449	1135	1300	1235	803	458	480	1250	1250	1250	1030	830	
Hall A	5:30p																														
Hall B	5:30p																														
Hall C	5:30p																														
Hall D	5:30p																														
Hall E	5:30p																														
Aud 1-3		5:30p								5:30p																					
Aud Main																															
Lecture 1																															

[Icons] Done Internet

start DSS-MCCalendar ... Document2 - Microsof...

3:02 PM

FIG. 8

DSS - Hotel User - Microsoft Internet Explorer provided by GMCVA

Buttons: Add, Close

Active	Login Name	First Name	Last Name	Role
<input checked="" type="checkbox"/>	HIAirport	Hilton	Test Sales User	NU
<input checked="" type="checkbox"/>	HIAirports	Hilton	Super User	AU
<input checked="" type="checkbox"/>	hikgillesp	Kim	Gillespie	AU
<input checked="" type="checkbox"/>	HISAnderso	Shawn	Anderson	AU
<input checked="" type="checkbox"/>	kaushik	kaushik	S	AU

FIG. 9

DSS HOTEL USER INTERFACE - Microsoft Internet Explorer provided by GMCVA

Audit Trail Report - Microsoft Internet Explorer provided by GMCVA

Audit Trail Report

User	Date & Time	Description
HIAirports	02/11/2004 5:03:36 PM	Hotel user hiteuser deleted for the hotel B - Hilton MSP Airport
HIAirports	02/11/2004 5:03:27 PM	
HIAirports	02/04/2004 5:08:01 PM	Hotel User HIAjith deleted for the hotel B - Hilton MSP Airport
HIAirports	01/29/2004 6:02:35 AM	
HIAirports	01/27/2004 8:32:14 AM	
HIAirports	11/02/2003 11:04:35 PM	Hotel user HIAirports details modified
HIAirports	11/02/2003 11:01:49 PM	Hotel user HIAirports details modified
HIAirports	10/24/2003 9:02:25 AM	Hotel user HIAirports details modified
HIAirports	09/26/2003 9:45:03 AM	Hotel User jayaraj deleted for the hotel B - Hilton MSP Airport
HIAirports	08/11/2003 2:47:51 PM	Hotel user HIAirport details modified
HIAirports	08/11/2003 2:47:38 PM	Hotel user HIAirport details modified
HIAirports	06/23/2003 5:27:09 PM	Hotel user HIAirports details modified
HIAirports	06/18/2003 9:48:02 PM	Hotel user HIAirport details modified
HIAirports	06/17/2003 5:45:56 PM	Hotel user TestUser details modified
HIAirports	06/17/2003 5:17:41 PM	
HIAirports	04/24/2003 3:04:54 PM	Hotel user HIAirports details modified
HIAirports	04/20/2003 4:29:51 PM	Hotel user HIAirports details modified

Done

start DSS-HOTEL USER INT... Audit Trail Report - M... Document2 - Microsof... Internet 3:03 PM

FIG. 10A

DSS - TRBA - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail News RSS

Address http://dssasp.com/dssmu/sales/meeting/TRBA.asp?linkfrom=HotelBorgid=163&meetingid=80428&Hotelid=HTL0012&year=2004&borderby=DATESENT%20DESC&Scondition=B&Tcond Go

Links Yahoo! DSS GMCVA Home Launch Reg Form Launch Housing Form STG MUI Hotel User Citywide-Sign In Minneapolis.org DSS Overland Park

Tentative Room Block Agreement hlaiprorts

Date 02/17/2004 Due To GMCVA BY 02/4/2004

To Scott Romane Submitting TRBA for this Lead? ☐ Yes ☐ No

Greater Minneapolis Convention & Visitors Association

Organization Name Quilts, Inc.

Meeting Name 2006 Spring Quilt Market and Festival

Dates Being Held 05/1/2006 - 05/10/2006

Total Peak Rooms 1150 Attendance 1500

Projected Decision Date 06/18/2004 Hotel Requests Decision By

Committed Rooms 0

Special Information for TRBA
Rates quoted are Exclusive of any rebate amount. We are aware that a rebate may be required at a later date to help offset rental of the Minneapolis Convention Center.

Arrival/Departure Pattern

05/1/2006 - 05/10/2006

Date	05/01/2006	05/02/2006	05/03/2006	05/04/2006	05/05/2006	05/06/2006	05/07/2006	05/08/2006	05/09/2006	05/10/2006
Day	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed
Required Rooms										
Room%	1	15	63	96	100	94	44	2	1	0
Available Rooms										

05/15/2006 - 05/24/2006

Date	05/15/2006	05/16/2006	05/17/2006	05/18/2006	05/19/2006	05/20/2006	05/21/2006	05/22/2006	05/23/2006	05/24/2006
Day	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed
Required Rooms										
Room%	1	15	63	96	100	94	44	2	1	0
Available Rooms										

Done Internet

start DSS - TRBA - Microso... Document2 - Microsof... 3:05 PM

FIG. 10B

DSS - TRBA - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail News RSS

Address http://dssasp.com/dssmu/sales/meeting/TRBA.asp?linkfrom=HotelBorgid=163&meetingid=80428&Hotelid=HTL0012&year=2004&borderby=DATESENT%20DESC&Scondition=B&Tcond Go

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Room%

Available Rooms

05/15/2006 - 05/24/2006

Date	05/15/2006	05/16/2006	05/17/2006	05/18/2006	05/19/2006	05/20/2006	05/21/2006	05/22/2006	05/23/2006	05/24/2006
Day	Mon	Tue	Wed	Thu	Fri	Sat	Sun	Mon	Tue	Wed
Required Rooms										
Room%	1	15	63	96	100	94	44	2	1	0
Available Rooms										

This is a ☐ 1 option ☐ 11 Option ☐ 111 Option

We are holding rooms on ☐ Yes ☐ No

Tentative basis

Rack Rate

Single Double Triple Quad Suite

(Q1) Convention Rate()

Single Double Triple Quad Suite

Comments

Hotel Name B - Hilton MSP Airport

Salesperson Handling the Account

Director of Sales Hilton Super User

E-Mail

Salesperson's phone#

Date 02/17/2004

Submit Save

Done Internet

start DSS - TRBA - Microso... Document2 - Microsof... 3:05 PM

FIG. 11A

http://idssasp.com/idssmul/TempSpace/LeadLetter17-2-200431232%20PM.doc - Microsoft Internet Explorer provided by GMCVA

File Edit View Insert Format Tools Table salesforce.com Go To Favorites Help

Back Forward Stop Home Search Favorites Media Print Mail

Address http://idssasp.com/idssmul/TempSpace/LeadLetter17-2-200431232%20PM.doc

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Final Showing Markup Show

Lead

M/C Lead # 73
02/10/2004

PLAN B MEMBERSHIP
FEE APPLIES

Tupperware, USA

2005 Spring Session

Action: IF YOU CAN ACCOMMODATE THIS GROUP, PLEASE SEND YOUR COMPLETE SALES KIT INCLUDING FLOOR PLANS AND MENUS) TO THE CLIENT BY **FRIDAY, FEBRUARY 20, 2004**. THE CLIENT WOULD LIKE TO USE CONVENTION CENTER SPACE WITH A HOTEL NEARBY. TUPPERWARE WOULD LIKE TO HAVE SITES CONFIRMED BY THE END OF MARCH.

Dates: 04/12/2005(Tue) - 04/16/2005(Sat)

Estimated Attendance: 1200

Exhibit Space GSF/NSF: 30000/24000

Peak Night Guest Rooms: 378

Occupancy Pattern:

start DSS-HOTEL UE... http://idssasp... Document2 - Pl... Inbox - Microso... 3:06 PM

FIG. 11B

DSS-HOTEL USER INTERFACE - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail

Address http://idssasp.com/idssmul/htmain.asp?Item=18&year=2004&borderby=DATESENT%20DESC&Scondition=&Tcondition=&case=ALL

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HOTEL USER INTERFACE

Select Employee

	First Name	Last Name
<input type="checkbox"/>	Hilton	Test Sales User
<input type="checkbox"/>	Hilton	Super User
<input type="checkbox"/>	Shawn	Anderson
<input type="checkbox"/>	Kim	Gillespie
<input type="checkbox"/>	kaushik	S

OK Close

hialrports

Find Org Reset

Date Sent	Sales Person
20 02/10/2004	Stephanie Grimaldi
10 02/09/2004	Jerry Terp
0 02/09/2004	Sue Eastman
80 02/05/2004	Annie Strange
00 02/04/2004	Annie Strange
30 01/29/2004	Annie Strange
00 01/26/2004	Stephanie Grimaldi
50 01/26/2004	Stephanie Grimaldi

Meetings

- Leads
 - 2004(26)
 - 2003
 - 2002
- TRBA
 - 2004(2)
 - 2003
 - 2002
- Definites
 - 2004(12)
 - 2003
 - 2002
- Updates
 - 2004(12)
 - 2003
 - 2002
- Cancel
 - 2004(12)
 - 2003
 - 2002

Sales Information

Test

Tour Information

Welcome to IDSS Tourism

Organ

- Ameri of Arc Studer
- Inters Renew Counc
- Univer Minne
- Midwe Associ
- Robert Associ
- Ameri Societ
- Ameri Writer
- Elle k

Done start DSS-HOTEL UE... DSS-Hotel - Mic... Document2 - Pl... Inbox - Microso... 3:09 PM

FIG. 12

DSS - Hotel Definite - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail News RSS

Address <http://dssasp.com/dssmu/sales/meeting/hoteldefinite.asp?orgid=2884&meetingid=ME11534&hotelid=HTL0012&year=2004&orderby=DATESENT%20DESC&Scondition=&Tcondition> Go

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Definite Booking

Date: 02/17/2004

PLAN B MEMBERSHIP
FEE DOES NOT APPLY

Organization : American Assn of Occupational Health Nurses

Name of the Meeting : 2005 Conference

Exhibit Space GSF/NSF : 0 NSF/75000 GSF

Meeting Contact : Ms. Luanne McCormick
Conference and Meeting Services Manager
2920 Brandywine Road
Suite 100
Atlanta, GA 30341

Regarding SLS Lead #521, dated 11/5/2005.

We are pleased to announce that the American Assn of Occupational Health Nurses has selected the Twin Cities Metropolitan area as the site for their 2005 Conference. This event will be held at A - Hyatt Regency Minneapolis, A - Minneapolis Marriott City Center, A - Millennium Hotel Minneapolis.

Dates : April 28- May 6, 2005

Estimated Attendance : 2500

Estimated Rooms : 1100

Total Room Nights : 5250

Done

start DSS - Hotel Definite - ... Document2 - Microsof... Inbox - Microsoft Out... 3:11 PM

FIG. 13

DSS - Hotel Update - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail News RSS

Address <http://dssasp.com/dssmu/sales/meeting/hotelupdate.asp?orgid=ORG0863&meetingid=ME11711&hotelid=HTL0012&year=2004&orderby=DATESENT%20DESC&Scondition=&Tcondition> Go

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Update

Date: 02/17/2004

Organization : Int'l Society of Glass Beadmakers

Name of the Meeting : The 2007 Gathering

Meeting Dates : July 29- August 6, 2007

Meeting Contact : Ms. Cathy Finegan
Nat'l Conference Coordinator
120 East 211th Street
Euclid, OH 44123
Ph. 216/731-9024

This is an update to CD Lead #38, dated 01/19/2004.

The client needs more proposals from Twin Cities hotels. The deadline to respond to this lead is TODAY, Monday, February 16, 2004. If you have not contacted the client about this meeting, please do so ASAP. She is willing to consider July 22-August 1, 2007 and August 5-15, 2007 as well. Her email address is INC@isgb.org and her phone number is listed on CD Lead #38, 1/19/04

If you have any questions regarding the above information, please contact our office.

GMCVA Contact: Annie Strange

Update34

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Done

start DSS - Hotel Update - ... Document2 - Microsof... Inbox - Microsoft Out... 3:12 PM

FIG. 14

DSS - Hotel Cancel - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print

Address <http://idsasp.com/idsm/sales/meeting/hotelcancel.asp?orgid=ORG0467&meetingid=MET1435&hotelid=HTL0012&year=2004&orderby=DATESENT%20DESC&condition=BTcond> Go

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Cancel Meeting Date: 02/17/2004

Organization	: Assn of Humanistic Psychology
Name of the Meeting	: 2004 Gregg Braden Workshop
Dates	: <div> March 5- 6, 2004 April 12- 13, 2004 Click for More Details May 14- 15, 2004 July 16- 17, 2004 October 1- 2, 2004 </div>
Estimated Attendance	: 300
Peak Night Guest Rooms	: 60
Total Room Nights	: 100
Exhibit Space GSF/NSF	: 0 NSF / 0 GSF
Meeting Contact	: <div> Ms. Rae Baskin President C/O The Conference Works 4760 South 700E Whitestown, IN 46075 </div>

Done

start DSS - Hotel Cancel - ... Document2 - Microsof... Inbox - Microsoft Out... Internet 3:12 PM

FIG. 15


Hotel User Citywide-Sign In - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print


Address <http://idsasp.com/idsm/hcitywide/> Go

Links Yahoo! DSS GMCVA Home Launch Reg Form Launch Housing Form STG MUI Hotel User Citywide-Sign In Minneapolis.org DSS Overland Park



Greater Minneapolis Hotel User

Convention & Visitors Association



login

User Name*

Password*

[Change Password](#)

Done

start Hotel User Citywide-S... Patent Screens.doc... Inbox - Microsoft Out... Internet 3:19 PM

FIG. 16A

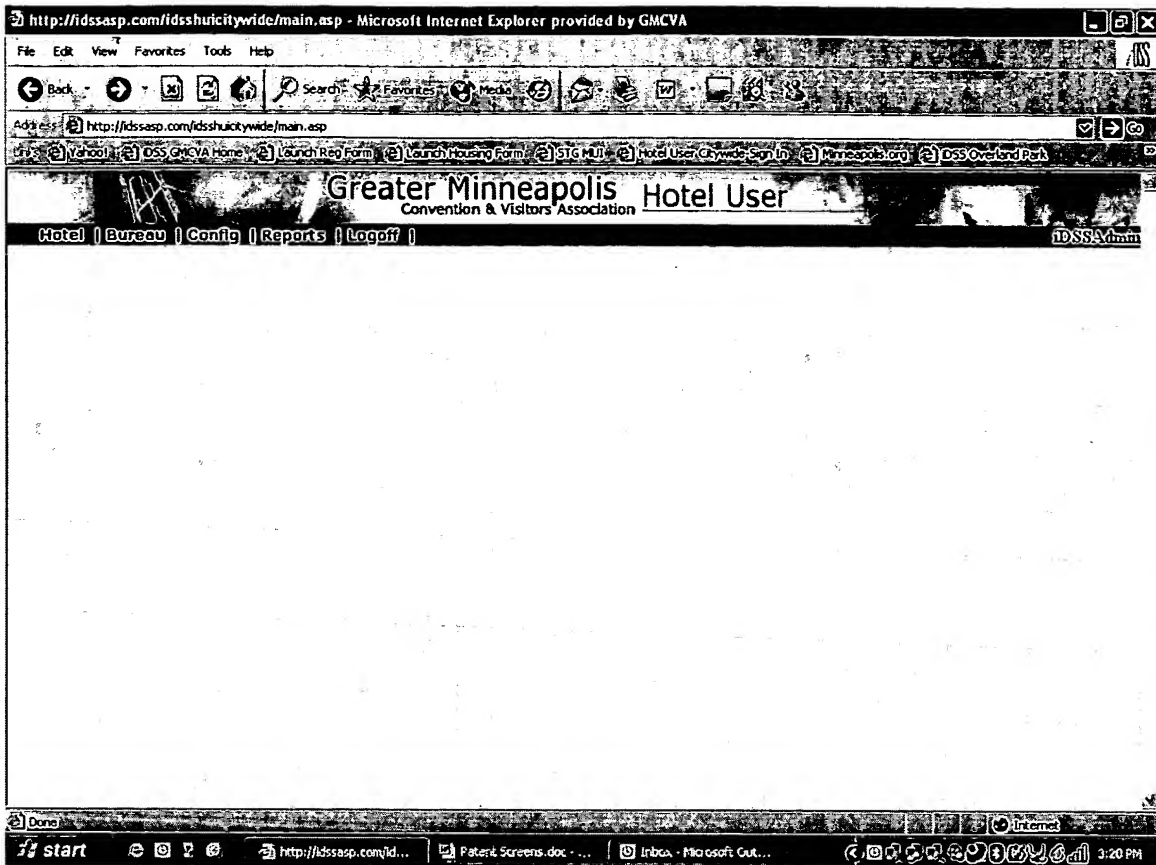


FIG. 16B

Hotel User Interface-Citywide - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media

Address http://idssasp.com/idsshucitywide/HotelUser/HotelConfig.asp?page=1&type=last

Links: Yahoo! IDSS GMCVA Home Launch Reg Form Launch Housing Form STG MUI Hotel User Citywide Sign In Minneapolis.org IDSS Overland Park

Greater Minneapolis Hotel User
Convention & Visitors Association

Hotel | Bureau | Config | Reports | Logoff

Hotel Name* Address1 City/St/Zip Phone Number* Total Hotel Rooms* Short Name* Address2 Email Address* Fax Number Typical Group Commitment Mon-Thu* Fri-Sun*

Level 1 -Select- Level 2 -Select-

Reset Save

Delete	Hotel Name	Short Name	State	City
<input type="checkbox"/>	Radisson Hotel Metrodome	RHM	MN	Minneapolis
<input type="checkbox"/>	Radisson Plaza Hotel Minneapolis	RPHM	MN	Minneapolis
<input type="checkbox"/>	Executive Suites	ES		

Page 5 of 5

start Hotel User Interface... Patent Screens.doc... Inbox - Microsoft Out... 3:21 PM

FIG. 16C

Hotel User Interface-Citywide - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Address: http://idssasp.com/idsshucitywide/Calendar/hotelselectdatewise.asp

Greater Minneapolis Convention & Visitors Association Hotel User

Hotel | Bureau | Config | Reports | Logout | IDSSAdmin

Starting Date: 08/08/2004 Ending Date: 8/21/2004

Hotel Name:

- Grand Hotel Minneapolis
- Hilton Minneapolis
- Holiday Inn Express Hotel & Suites Downtown MOC
- Holiday Metrodome
- Hyatt Regency Minneapolis

OK Cancel

Done

start Hotel User Interface... Patent Screens.doc... Inbox - Microsoft Out... 3:24 PM

FIG. 16D

Hotel User Interface-Citywide - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Address: http://idssasp.com/idsshucitywide/BureauUser/Calendar.asp

Greater Minneapolis Convention & Visitors Association Hotel User

Hotel | Bureau | Config | Reports | Logout | IDSSAdmin

Starting Date: 08/08/2004 Ending Date: 08/21/2004 Change Date Print

Details	Aug 8	Aug 9	Aug 10	Aug 11	Aug 12	Aug 13	Aug 14	Aug 15	Aug 16	Aug 17	Aug 18	Aug 19	Aug 20	Aug 21
Hilton Minneapolis														
Man. Group Commitment	700	650	650	650	650	700	700	700	650	650	650	0	0	0
Associations						70	295	565	570	560	395	30		
Corporate	575	575	575	15										
Leisure														
Total Tentative Rooms														
Total Definite Rooms	575	575	575	20	70	295	565	570	560	395	30			
Total Available Rooms	123	75	75	630	580	405	135	190	90	255	620	0	0	0
Hyatt Regency Minneapolis														
Man. Group Commitment	420	370	345	345	370	370	370	420	370	345	345	370	370	370
Associations	415	415	395	7	1						24	228	417	416
Corporate	30	15	5	9	40	150	373	405	381	162	8			
Leisure														
Total Tentative Rooms														
Total Definite Rooms	445	434	390	15	41	150	373	405	381	162	32	228	417	416
Total Available Rooms	420	400	400	630	629	220	45	165	163	919	142	459	441	440
Total Tentative Rooms for All Hotels	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Total Definite Rooms for All Hotels	1225	1202	1167	95	150	537	1107	1145	1186	665	65	255	422	441
Total Available Rooms for All Hotels	484	210	220	1334	1100	725	150	165	90	460	1060	349	239	119

Done

start Hotel User Interface... Patent Screens.doc... Inbox - Microsoft Out... 3:25 PM

FIG. 16E

Hotel User Interface-Citywide - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Mode

Address http://idssasp.com/idsshucitywide/Calendar/hotelselectdatewise.asp?mode=h

Links Yahoo! OSS GMCVA Home Launch Reg Form Launch Housing Form SIG MUI Hotel User Citywide Sign In Minneapolis.org OSS Overland Park

Greater Minneapolis Hotel User
Convention & Visitors Association

Hotel | Bureau | Config | Reports | Logoff |

Starting Date* 08/08/2004 Ending Date* 8/21/2004

Hotel Name* Hilton Minneapolis

OK Reset

Done

start Hotel User Interface... Patent Screens.doc... Inbox - Microsoft Out... 3:27 PM

FIG. 16F

Hotel User Interface-Citywide - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Mode

Address http://idssasp.com/idsshucitywide/BureauUser/Calendar.asp

Links Yahoo! OSS GMCVA Home Launch Reg Form Launch Housing Form SIG MUI Hotel User Citywide Sign In Minneapolis.org OSS Overland Park

Greater Minneapolis Hotel User
Convention & Visitors Association

Hotel | Bureau | Config | Reports | Logoff |

Starting Date 08/08/2004 Ending Date 08/21/2004 Change Date Print

Details	Aug 9	Aug 10	Aug 11	Aug 12	Aug 13	Aug 14	Aug 15	Aug 16	Aug 17	Aug 18	Aug 19	Aug 20	Aug 21
Hilton Minneapolis													
Main Group/Commitment Association	700	650	650	650	700	700	700	650	650	650	0	0	0
Corporate	575	575	575	15	70	295	565	570	560	395	30		
Lecture													
Total Tentative Rooms													
Total definite Rooms	575	575	575	20	70	295	565	570	560	395	30		
Total Available Rooms	1226	1209	1167	630	580	405	165	160	90	255	620	0	0
Total Tentative Rooms for All Hotels	0	0	0	0	0	0	0	0	0	0	0	0	0
Total definite Rooms for All Hotels	1226	1209	1167	56	150	527	1107	1145	1106	665	65	285	422
Total Available Rooms for All Hotels	484	210	230	1344	1100	720	150	165	44	460	1060	845	280

Done

start Hotel User Interface... Patent Screens.doc... Inbox - Microsoft Out... 3:27 PM

FIG. 17

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www.@ DSS Tuesday, February 17, 2004 15:29 peter@gmcva

Tentative Room Blocking Agreement

Organization Name	Meeting Name	Hotel Name	Tentative Room Blocking Agreement Date	Convention Rate Single	Convention Rate Double
U.S. Air Force	2004 Environmental Training Symposium	A - Hilton Minneapolis	06/09/2003	110	130
U.S. Air Force	2004 Environmental Training Symposium	A - Hyatt Regency Minneapolis	06/09/2003	110	135
U.S. Air Force	2004 Environmental Training Symposium	A - Radisson Plaza Mpls	06/06/2003	110	120
U.S. Air Force	2004 Environmental Training Symposium	A - Embassy Suites Minneapolis	06/10/2003	110	110
U.S. Air Force	2004 Environmental Training Symposium	A - Holiday Inn Express Conv Center	06/11/2003	7995	7995
U.S. Air Force	2004 Environmental Training Symposium	B - Holiday Inn Select Int'l Airport	06/09/2003	89	89
U.S. Air Force	2004 Environmental Training Symposium	A - Quality Inn & Suites	06/08/2003	89	99
U.S. Air Force	2004 Environmental Training Symposium	A - DoubleTree Guest Suites	06/13/2003	110	110
U.S. Air Force	2004 Environmental Training Symposium	D - Sheraton Minneapolis West	06/13/2003	69	69
U.S. Air Force	2004 Environmental Training Symposium	A - Millennium Hotel Minneapolis	06/09/2003	110	120
U.S. Air Force	2004 Environmental Training Symposium	A - Days Inn University	06/06/2003	67	67
Carlson Marketing Group	MERCK - ZOCOR HPS 2003	A - Embassy Suites Minneapolis	03/07/2003	159	159
Carlson Marketing Group	MERCK - ZOCOR HPS 2003	A - Days Inn University	03/06/2003	89	89
Nat'l Rifle Assn of America	2008, 2009, 2010 Annual Meeting & Exhibits	A - Hilton Minneapolis	07/29/2003	139	159
Nat'l Rifle Assn of America	2008, 2009, 2010 Annual Meeting & Exhibits	A - Embassy Suites Minneapolis	07/31/2003	149	149
Nat'l Rifle Assn of America	2008, 2009, 2010 Annual Meeting & Exhibits	A - Holiday Inn Express Conv Center	07/30/2003	119	129
Nat'l Rifle Assn of America	2008, 2009, 2010 Annual Meeting & Exhibits	A - Crowne Plaza Northstar	07/31/2003	0	0
Nat'l Rifle Assn of America	2008, 2009, 2010 Annual Meeting & Exhibits	A - Quality Inn & Suites	07/28/2003	89	89

start ASP Model - Microsoft... Patent Screens.doc... Inbox - Microsoft Out... 3:30 PM

FIG. 18A

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www.@ DSS Tuesday, February 17, 2004 15:29 peter@gmcva

TRBA Change Request

Hotel Name: A - Hilton Minneapolis

Date: 02/17/2004

To: Angie Kufus

GMCVA

Due To BY: 10/3/2003

Organization Name: AstraZeneca Pharmaceuticals LP

Meeting Name: 2004 February Emphasis Meetings

Dates Being Held: 02/5/2004 - 02/13/2004

Total Peak Rooms: 2000

Projected Decision Date: 10/30/2003

Attendance: 2000

Hotel Requests Decision By: 10/30/03

Committed Rooms: 500

Arrival/Departure/Pattern

Date	02/05/2004	02/06/2004	02/07/2004	02/08/2004	02/09/2004	02/10/2004	02/11/2004	02/12/2004	02/13/2004
Day	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri
Required Rooms	18	30	48	90	600	600	600	600	12
Room%	3	5	8	15	100	100	100	100	2
TRBA Available Rooms	18	30	48	90	600	600	600	600	12
Available Rooms	18	30	48	90	600	600	600	600	12

This is a ☐ I Option ☐ II Option ☐ III Option

We are holding rooms on Tentative basis ☐ Yes ☐ No

Room Rate

Single 195 Double 215 Triple 235 Quad 255 Suite 750

start ASP Model - Microsoft... Patent Screens.doc... Inbox - Microsoft Out... 3:33 PM

FIG. 18B

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Tuesday, February 17, 2004 15:29 peter@gmcva

TRBA Change Request

Committed Rooms: 500

Arrival/Departure Pattern

02/5/2004 - 02/13/2004

Date	02/05/2004	02/06/2004	02/07/2004	02/08/2004	02/09/2004	02/10/2004	02/11/2004	02/12/2004	02/13/2004
Day	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri
Required Rooms	18	30	48	90	600	600	600	600	12
Room%	3	5	8	15	100	100	100	100	2
TRBA Available Rooms	18	30	48	90	600	600	600	600	12
Available Rooms	18	30	48	90	600	600	600	600	12

This is a ☐ I Option ☐ II Option ☐ III Option

We are holding rooms on Tentative basis ☐ Yes ☐ No

Rack Rate

Single: 195 Double: 235 Triple: 235 Quad: 255 Suite: 750

(AZP) Convention Rate (2/5)

Single: 110 Double: 120 Triple: 120 Quad: 140 Suite: 650

Comments: Rates are 10% but do not include a rebate.
EZ responding for Patty Kealy.

Hotel Name: C - Hilton Minneapolis **E-Mail:**

Salesperson Handling the Account: Patty Kealy **Salesperson's phone#:** 612-397-4843 **Date:** 10/3/2003

Director of Sales: Kimberly Zoulek

start ASP Model - Microsoft... Patent Screens.doc... Inbox - Microsoft Out... 3:33 PM

FIG. 19

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Tuesday, February 17, 2004 15:34 peter@gmcva

Meeting Overview

Organization: AstraZeneca Pharmaceuticals LP Status: Lost Business

Meeting Name: 2004 February Emphasis Meetings Sales Rep: Angie Kufus

Details **Contacts** **History** **Dates** **Occ./Room Flow** **Leads** **Tracking** **Booking** **Up dates** **LB** **Notes**

(Refresh)

Start Date: 02/5/04 End Date: 02/13/04 Canceled Actual Conference is 2/9-13 Monday thru Friday

Date	02/5/04	02/6/04	02/7/04	02/8/04	02/9/04	02/10/04	02/11/04	02/12/04	02/13/04	Totals
Day	Thu	Fri	Sat	Sun	Mon	Tue	Wed	Thu	Fri	
Room%	3%	5%	8%	15%	100%	100%	100%	100%	2%	
#Room	70	100	175	300	2000	2000	2000	2000	50	8695
A - Best Western Normandy Inn	50	50	50	50	50	50	50	50	50	450
A - Crowne Plaza Northstar	5	8	12	23	150	150	150	150	3	651
A - Days Inn University	1	2	3	6	40	40	40	40	1	173
A - DoubleTree Guest Suites	5	8	12	23	150	150	150	150	3	651
A - Hilton Minneapolis	18	30	48	90	600	600	600	600	12	2598
A - Holiday Inn Express Conv Center	1	5	5	10	70	70	70	70	0	301
A - Hyatt Regency Minneapolis	14	23	36	68	450	450	450	450	9	1950
A - Millennium Hotel Minneapolis	7	11	18	34	225	225	225	225	5	975
A - Quality Inn & Suites	5	9	14	27	180	180	180	180	4	779
D - Holiday Inn Hotel Exp & Suites GoldenValley	45	45	45	45	45	45	45	45	45	405
Rooms Blocked	0	0	0	0	0	0	0	0	0	0
Hotel Totals	151	191	243	376	1960	1960	1960	1960	132	8933

start ASP Model - Microsoft... Patent Screens.doc... Inbox - Microsoft Out... 3:35 PM

FIG. 20A

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Wednesday, February 18, 2004 07:39 admin@scvb

IDSS | Planner | Contacts | Organisation | Meeting | CC Request | CC Calendar | Search | Advanced | Reports | Admin User

Meeting Overview

Organisation

Meeting Name*

Bid Status*

SelectCategory

Select	Category Name
<input checked="" type="checkbox"/>	Accommodation with Venue Facilities
<input type="checkbox"/>	Attractions
<input type="checkbox"/>	Audio Visual Hire/Production/Staging
<input type="checkbox"/>	Blue Mountains
<input type="checkbox"/>	Capital Country
<input type="checkbox"/>	Caterina

Click to view the members of this category

SelectCategory

Select	Member Name
<input type="checkbox"/>	Aarons Hotel
<input checked="" type="checkbox"/>	All Seasons Premier Menzies Hotel
<input checked="" type="checkbox"/>	Avillion Hotel, Sydney
<input type="checkbox"/>	Carlton Crest Hotel Sydney
<input type="checkbox"/>	Citigate Sebel, Sydney
<input type="checkbox"/>	Coogee Bay Boutique Hotel

OK

Lead Date

Lead Code

Due Date SCVB by

Dates Flexible

Action Step

Meeting Room Re

Additional Info

start ASP Model - ... ASP Model - ... DSS-Hotel - M... Patent Sces... Inbo... Micro... 3:41 PM

FIG. 20B

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Wednesday, February 18, 2004 07:39 admin@scvb

IDSS | Planner | Contacts | Organisation | Meeting | CC Request | CC Calendar | Search | Advanced | Reports | Admin User

Meeting Overview

Organisation Event Pool

Sales Rep Unknown SalesRep

Meeting Name* XVIII INTERNATIONAL CONFERENCE ON RELATIVITY AND

Bid Status* TBS

Showdown Status Showdown -Won

Save Delete

Details Contacts History Dates Occ / Room Flow Leads Tracing Booking Updates ILB Notes Bid Costs Economic Impe

Lead Date

Lead Code N/A

Due Date SCVB by

Dates Flexible No

Action Step

Meeting Room Requirements

Additional Info

Lead ID

Include SPBA

Include TRBA

Include Phone# on Lead

Include Fax# on Lead

Include Email on Lead

Multiple Hotels No

start ASP Model - Microso... ASP Model - Microso... Patent Screens.doc... Inbo... Microsoft G... 3:44 PM

FIG. 21

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Wednesday, February 18, 2004 07:39
admin@scvb

IDSS | Planner | Contacts | Organisation | Meeting | CC Request | CC Calendar | Search | Advanced | Reports | Admin User

Meeting Overview

Organisation: Sales Rep:
 Meeting Name*:
 Bid Status*: Showdown Status:

Generic	Quantity/Detail	Amount	Add	Delete
Bid Documents	<input type="text" value="2"/>	<input type="text" value="3"/>	<input type="button" value="+"/>	<input type="button" value="-"/>
Bid Meeting Costs	<input type="text"/>	<input type="text"/>	<input type="button" value="+"/>	<input type="button" value="-"/>

Site/Inspection	Quantity/Detail	Amount	Add	Delete
Gifts/give-aways	<input type="text"/>	<input type="text"/>	<input type="button" value="+"/>	<input type="button" value="-"/>

start ASP Model - Microso... ASP Model - Microso... Patent Screens.doc ... Inboa - Microsoft O... 3:45 PM

FIG. 22

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Tuesday, February 17, 2004 15:34
peter@gmcva

IDSS | Planner | Contacts | Organisation | Meeting | CC Request | CC Calendar | Search | Advanced | Reports | Admin User

Meeting Overview

Organization: Status:
 Meeting Name*: Sales Rep:

Updates

UpdateID	Comment
192	I just received a message from our client saying Astra Zeneca is very interested at the date we presented. They are currently looking into how they can fit our city in with some other dates and will more...

start ASP Model - Microso... ASP Model - Microso... Patent Screens.doc ... Inboa - Microsoft O... 3:46 PM

FIG. 23

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Tuesday, February 17, 2004 15:34 peter@gmcva

IDSS | Planner | Contacts | Organization | Meeting | CC Request | CC Calendar | Search | Advanced | Reports | Admin User

Meeting Overview

Organization: Status:

Meeting Name: Sales Rep:

Details | Contacts | History | Dates | Occ./Room Flow | Leads | Tracing | Booking | Updates | ILB | Notes

Services Rep: ☐ Commissionable

Confidential:

Housing By:

Exhibits:

Facility:

Booking ID:

Additional Comments:

HQ Hotel(s)

Hotel:

☐ Undetermined

Promises Made

Promises	Details	Expenses Incurred
Hosting Board Meeting	Hosting Board Meeting	50000

start ASP Model - Microso... ASP Model - Microso... Patent Screens.doc... Inbox - Microsoft O... 3:48 PM

FIG. 24

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Tuesday, February 17, 2004 15:34 peter@gmcva

IDSS | Planner | Contacts | Organization | Meeting | CC Request | CC Calendar | Search | Advanced | Reports | Admin User

Meeting Overview

Organization: Status:

Meeting Name: Sales Rep:

Details | Contacts | History | Dates | Occ./Room Flow | Leads | Tracing | Booking | Updates | ILB | Notes

ILB

Cancellation Date:

Next Open Year:

Decision Year:

Cancellation ID:

ILB Reasons

Reasons:

Cancel Comments:

start ASP Model - Microso... ASP Model - Microso... Patent Screens.doc... Inbox - Microsoft O... 3:50 PM

Fig. 25

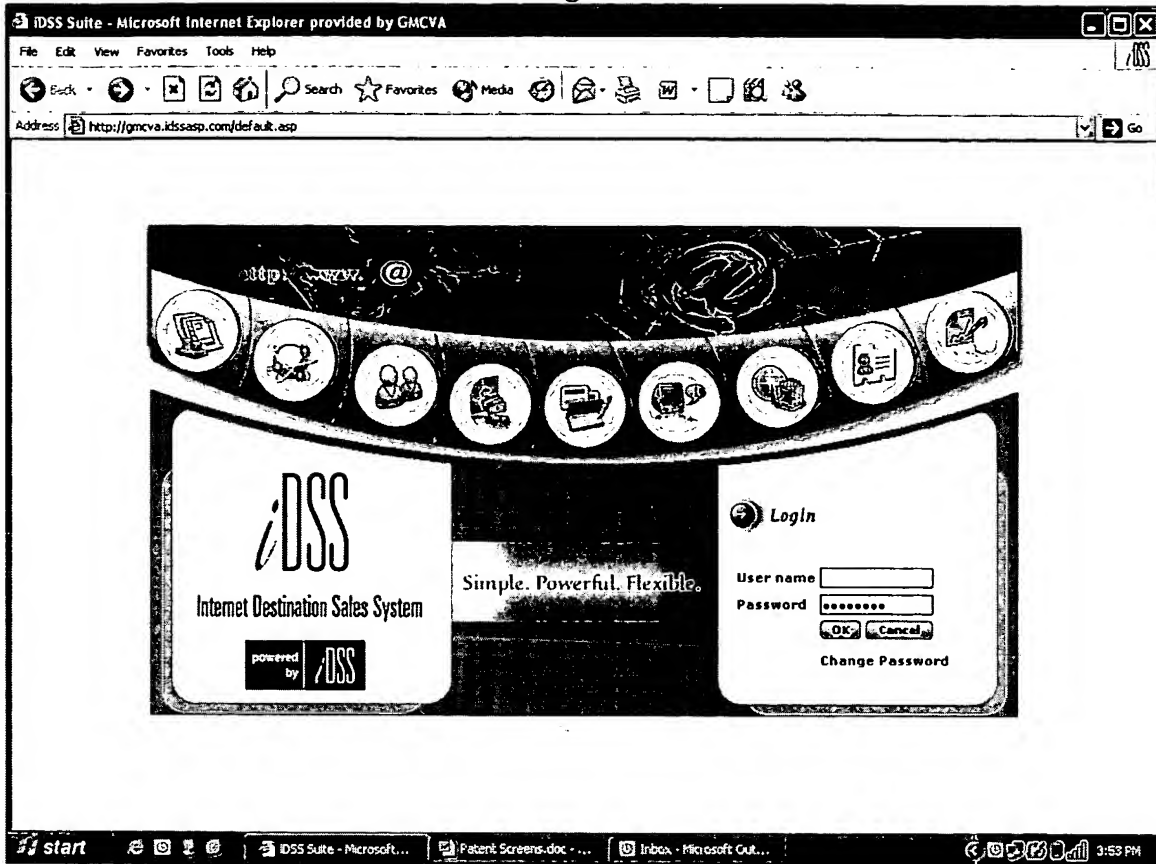


FIG. 26A



FIG. 26B

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Tuesday, February 17, 2004 15:53
Idssadmin@gmcva

IDSS / Planner / Contacts / Organization / Meeting / CC Request / CC Calendar / Search / Advanced / Reports / Admin User

Convention Sales Personal Daily Planner

Tracing / Contacts / Organizations

Organization	Meeting	Contact	Area Code	Phone	Sales Person	Trace Date	Action	Priority	Status	Count
Minneapolis Test IDSS Association	2004 Annual Conference	Karen	612	767-7814	IDSS Administrator	02/01/2004	Proposal Needed	0	Open	
Minneapolis Test IDSS Association	2004 Annual Conference	Karen	612	767-7814	IDSS Administrator	01/29/2004	Bid Presentation	1	Open	

Legend
☒ Decision Date
☒ Definite Start Date
☒ Decision Date and Definite Start Date
☐ Others

start ASP Model - Microsoft... Patent Screens.doc... Inbox - Microsoft Out... 3:54 PM

FIG. 26C

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Tuesday, February 17, 2004 15:53
Idssadmin@gmcva

IDSS / Planner / Contacts / Organization / Meeting / CC Request / CC Calendar / Search / Advanced / Reports / Admin User

Convention Services Personal Daily Planner

Upcoming Meetings / Tracing / Contacts / Organizations

Days Out	Group	Organization Name	Meeting Name	Start Date	End Date	Attendance	Peak Rooms	Services Contact
2	B	Grain Elevator and Processing Society	2004 Exchange	02/19/2004	02/26/2004	2200	650	Madonna Carr
2	B	Hospitality Minnesota	2004 Restaurant & Lodging Show	02/19/2004	02/26/2004	6000	700	Madonna Carr
2	D	Minnesota Monthly Publications Inc.	2004 Twin Cities Food & Wine	02/19/2004	02/23/2004	1000	270	Tamara Spude
3	D	North American Association of Commencement Officers	2004 Annual Meeting	02/20/2004	02/25/2004	300	110	Suzanne Singer
3	D	Con of the North	2004 Games Convention	02/20/2004	02/22/2004	400	45	Tamara Spude
5	A	Land O'Lakes, Inc.	2004 Annual Meeting	02/22/2004	02/27/2004	3000	1290	Ruth Warden
7	D	United Building Centers	2004 Annual Managers Meeting	02/24/2004	02/26/2004	250	150	Tamara Spude
8	A	United Performing Assn Cheer & Dance Specialists	2004 Nat'l Competition	02/25/2004	03/01/2004	8000	1090	Suzanne Singer
10		Northwest Sports Show	2004 Show	02/27/2004	03/07/2004	15000	0	Ruth Warden
14	D	Tastefully Simple	2004 Regional Conference	03/02/2004	03/06/2004	900	251	
21		Auto Show	2004 Show	03/09/2004	03/23/2004	95000		
28		Minnesota State High	2004 Girls' Racketball Tournament	03/16/2004	03/21/2004	22000	285	

Page 1 of 21

start ASP Model - Microsoft... Patent Screens.doc... Inbox - Microsoft Out... 3:55 PM

FIG. 26D

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Tuesday, February 17, 2004 15:57
lorik@gmcva

IDSS | Planner | Contacts | Organizations | Tours | Calendar | Search | Advanced | Reports | Admin User

Tourism Personal Daily Planner

Tracking | Contacts | Organizations

Organization	Tour	Contact	Area Code	Phone	Sales Person	Trace Date	Action	Priority	Status	E-Mail
WWII Navy Squadron	2004 Reunion				Lori Kearney	02/16/2004	Check Lead Response	1	Open	
McCallum-Keally Family Reunion	2005 Family Reunion				Lori Kearney	02/16/2004	Check Lead Response	1	Open	
US Steel Gary Works	2003 Good Fellow Club				Lori Kearney	02/14/2004	General Solicit	0	Open	
Greene Coach Company Inc.	Notes				Lori Kearney	02/13/2004	Date Selection	1	Open	
Great Adventure Tours	Notes				Lori Kearney	02/12/2004	Email	2	Open	
Golden Age Club	2004 Tour				Lori Kearney	02/11/2004	Check Lead Response	1	Open	
Wefald Family	2004 Reunion				Lori Kearney	02/11/2004	General Solicit	2	Open	

Page 1 of 59

Legend
☐ Decision Date
☒ Definite Start Date
☐ Decision Date and Definite Start Date
☐ Others

start ASP Model - Microsoft... Patent Screens.doc... Inbox - Microsoft Out... 3:57 PM

FIG. 26E

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www. @ DSS Tuesday, February 17, 2004 15:58
ldssadmin@gmcva

IDSS | Planner | Contacts | Accounts | Invoices | Events | Billing | Search | Merge | Produce | Advanced | Reports | Admin User

Membership Personal Daily Planner

Tracking

Trace Date	Account Name	Status	Action	Type	Comments	Assigned To
02/16/2004 4:29:35 PM	theatrics magazine	Closed	Canceled Letter			Therese Lohmann
02/16/2004 4:29:12 PM	Grand Rios Water Park Resort & Conference Center	Closed			The hotel is making a partial payment of \$11.50 the other half is due when they open.	Laura Cohen
02/16/2004 4:28:11 PM	Peggy L. McNamara	Closed	Canceled Letter			Therese Lohmann
02/16/2004 4:26:16 PM	Nextel Communications	Closed	Canceled Letter			Therese Lohmann
02/16/2004 4:24:30 PM	Minnesota Expressions	Closed	Canceled Letter			Therese Lohmann
02/16/2004 4:22:35 PM	Friederichs Auctions	Closed	Canceled Letter			Therese Lohmann
02/16/2004 4:05:10 PM	Bay Rentals, Inc.	Open			TL - Called and left a message for Ken - "that time of year." Message said he no longer rents sleds, but is doing South Pacific vacations. Asked him to give me a call. Right click to view more details	Therese Lohmann
02/16/2004 4:01:52 PM	Sexton Printing, Inc.	Open			TL - Called and left a message for Mike to follow up with him on the payment for the membership renewal.	Therese Lohmann
02/16/2004 3:59:35 PM	Northrop Auditorium	Open			TL - Called Tom about renewal invoice. He transferred me to Sally in the business office. LM for Sally to call me about membership.	Therese Lohmann
02/16/2004 3:57:10 PM	Radisson Hotel Metrodome	Open			TL - Called Francisco for payment on last installment	Therese Lohmann

start ASP Model - Microsoft... Patent Screens.doc... Inbox - Microsoft Out... 3:58 PM

FIG. 26F

ASP Model - Microsoft Internet Explorer provided by GMCVA

DSS Tuesday, February 17, 2004 15:59
Idssadmin@gmcva

DSS Client Admin Conference Session Ticketed Event Forums Name Badge Tickets Confirmation Reports Utilities Cancellation

Find Clients

Search For

Organization City State

Organization Details

Client Organization	City	State	Delete
Association of Australian CVB	Sydney		<input type="button" value="X"/>
Center for Scandinavian Studies	Minneapolis		<input type="button" value="X"/>
Cesse	Washington	DC	<input type="button" value="X"/>
Creative Memories	St. Cloud	MN	<input type="button" value="X"/>
Delta Kappa Gamma	Austin	TX	<input type="button" value="X"/>
FinnFest USA '03 - Minnesota	St. Paul	MN	<input type="button" value="X"/>
GMCVA	Minneapolis	MN	<input type="button" value="X"/>
ISTE 2004	Morris	MN	<input type="button" value="X"/>
KL Corp			<input type="button" value="X"/>
NAACO	Minneapolis	MN	<input type="button" value="X"/>

Page 1 of 2

FIG. 26G

ASP Model - Microsoft Internet Explorer provided by GMCVA

DSS Tuesday, February 17, 2004 15:59
Idssadmin@gmcva

DSS Reservation Demo Reservation Events Profile Configure Reports

Event Information

Find Event

Search By Event Name

Event Details

Event Name	Hotel	Start Date	End Date	Location
Creative Memories Demo Event	F	08/05/2004	08/11/2004	Minneapolis
Delta Kappa Gamma Society International	F	07/26/2004	07/31/2004	Minneapolis
Grand Excursion 2004	F	06/24/2004	07/04/2004	Saint Paul
Hot Rates	F	11/01/2003	03/31/2004	
International Society for Teacher Education	F	08/07/2004	08/12/2004	Minneapolis
National Tech Prep Network Conference	F	10/13/2004	10/16/2004	Minneapolis

FIG. 26H

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www.@ DSS Tuesday, February 17, 2004 16:00
Idssadmin@gmcva

Info Request Form Configuration Conversion Utility Report Utility Address Book Invalid Addresses

File Selection

Choose File Browse... 1

File Contains Headers ☐ Yes ☐ No 2

Separated By 3

Choose option 4
☐ Parse ☐ Select Pattern
 5 OK View

Database Mapping

File Headers

Chosen Fields

Database Fields

6 ▶ 7

8 Submit

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FIG. 27

ASP Model - Microsoft Internet Explorer provided by GMCVA

http://www.@ DSS Wednesday, February 18, 2004 08:04
admin@scvb

Planner Contacts Accounts Invoices Events Billing Search Merge Produce Advanced Reports Admin User

Account Overview

Account Name Account Level

Account# Sort Key Master Status

Save

Acct Data Add Data Contacts Ann. Buys Trading Member Business Accounting Leads Notes Venue & Acc Exhibitor Det Booth Info

Start Date	Event Name	Delegates	Estimated Total value	Actual Total value	Bid Status	Showdown Status
7/7/2007	XVIII INTERNATIONAL CONFERENCE ON RELATIVITY AND GRAVITATION	600	2643120	0	TBS	Showdown - Won
-	ANNUAL MEETING OF THE INTERNATIONAL SOCIETY OF TECHNOLOGY ASSESSMENT IN HEALTH CARE	700	-	-	Lead	-

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FIG. 28A

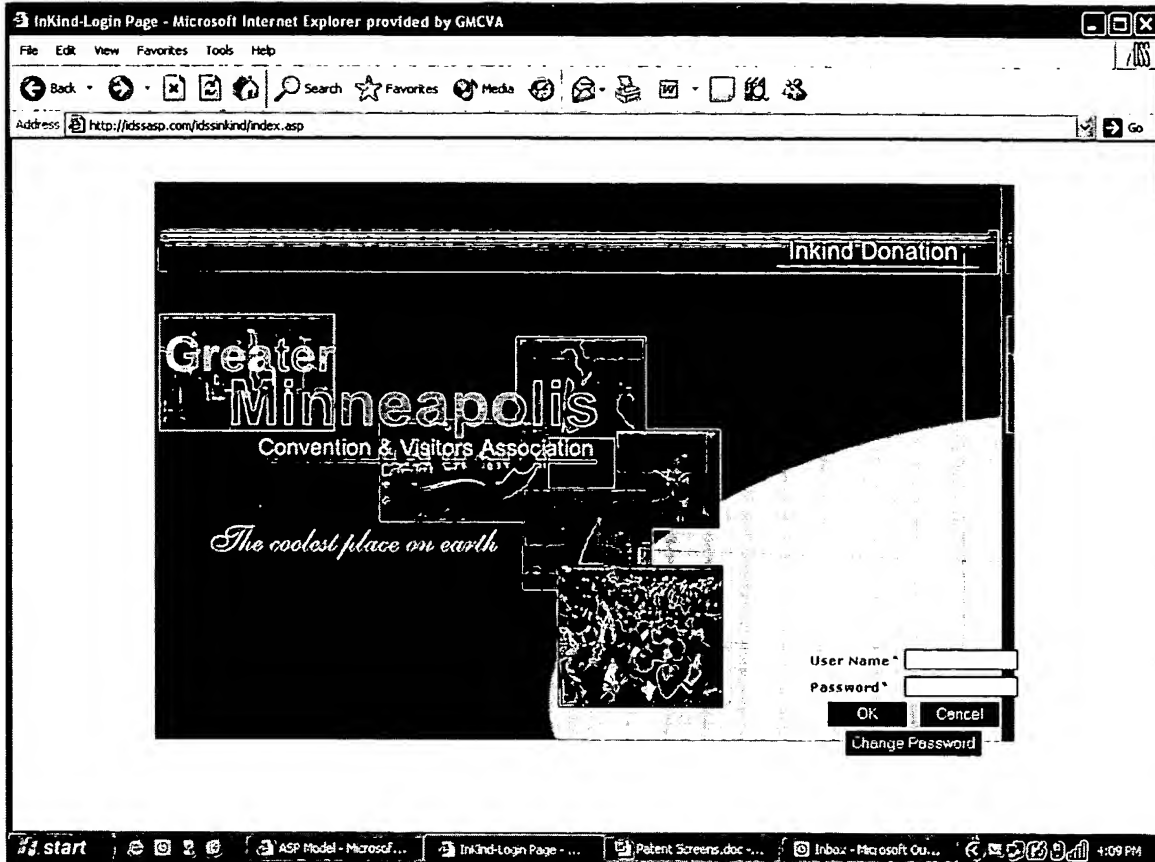


FIG. 28B

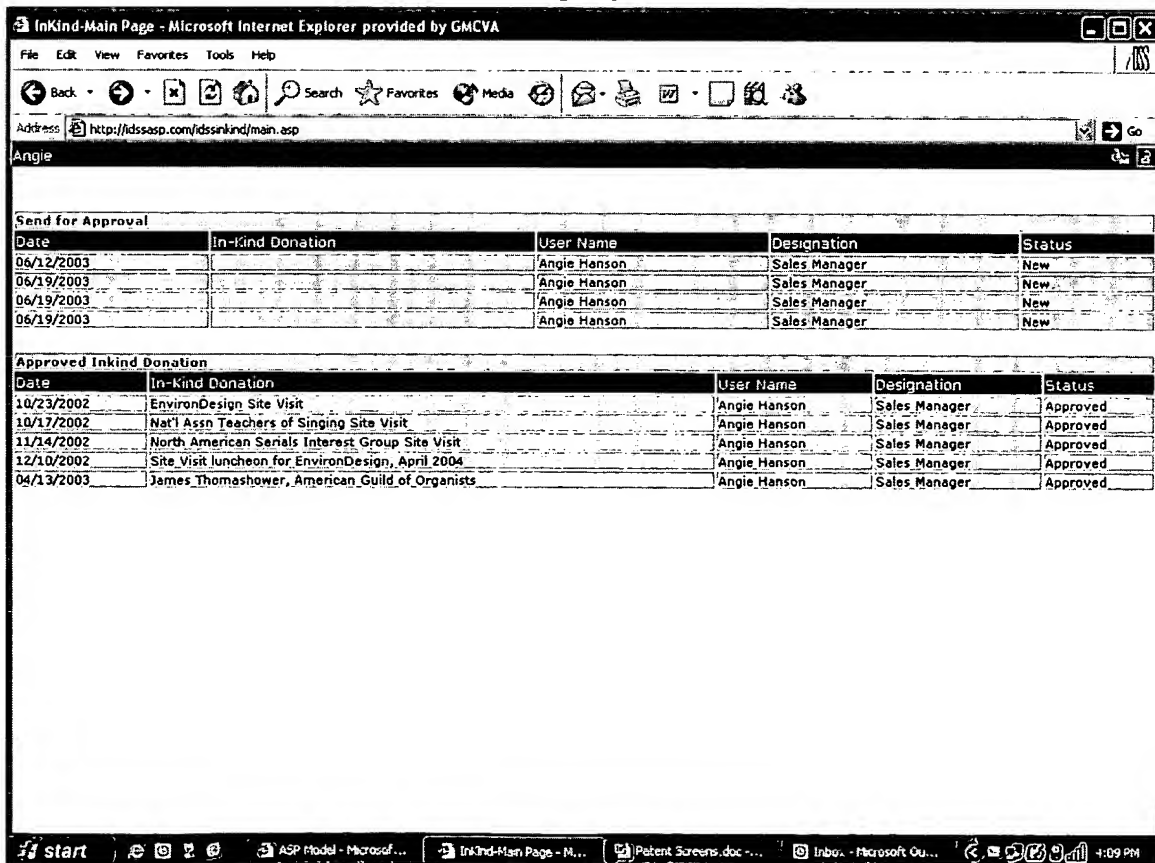


FIG. 28C

InKind-Donation - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Address: <http://idssasp.com/idssinkind/inkind/inkind.asp?inkid=INK0047&idid=REF0231&refid=HTL0002&report=>

GREATER MINNEAPOLIS CONVENTION & VISITORS ASSOCIATION
VOUCHER FOR IN-KIND GOODS AND SERVICES DONATED

Angie

Department* Sales Date of Service* 10/23/2002

Received From ☒ Downtown Hotel ☐ Smaller Hotel ☐ Others

Name of the Organization/Hotel	Address	Classification
Hyatt Minneapolis	1300 Nicollet Mall Minneapolis, MN 55403 USA	

Description of Goods and Services(who,why):* EnvironDesign Site Visit

Market Value of Donation

Start Date	End Date	Hotel Name	Description	Accommodation	Meals	Total
03/25/2003	03/26/2003	Hyatt Minneapolis	1 Complimentary Rooms nights for 4 people.	\$150per night		\$600

Inkind Donation Created by Angie Hanson on 10/23/2002
Signature Dolores Bauman Date 03/28/2003
Title Sales Manager

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FIG. 29A

InKind-Summary report - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Address: <http://idssasp.com/idssinkind/report/rptsummary.asp?sdate=06/30/2003&edate=01/01/2004>

Links: Yahoo! IDSS GMCVA Home Launch Reg Form Launch Housing Form STG MUJ Hotel User Citywide-Sign In Minneapolis.org IDSS Overland Park

GREATER MINNEAPOLIS CONVENTION & VISITORS ASSOCIATION
IN-KIND GOODS & SERVICES SUMMARY

Date	Name of Organization/Hotel	Description	Amount	Department
07/01/2003	PCMA/Services	Free Ad in Convene Mag.	\$8000	Marketing
07/01/2003	Valley Fair Family Amusement Park	10 comp tix used for employees	\$350	Executive
07/01/2003	Robin Getman - Inter Act	Speaker - Power Lunch 3 26 03	\$1725	Admin
07/07/2003	Hilton Minneapolis/St. Paul Airport	Lunch for 1 people	\$25	Sales
		Accommodation for 1 people	\$375	
07/07/2003	Radisson Hotel South & Plaza Tower	Lunch for 1 people	\$25	Sales
		Accommodation for 1 people	\$375	
07/07/2003	Airport Grand Hotel	Lunch for 1 people	\$25	Sales
		Accommodation for 1 people	\$375	
07/10/2003	Le Meridien	3 Complimentary Room Nights for 2 people	\$900	Marketing
07/12/2003	Hyatt Minneapolis	3 Complimentary Room Nights for 2 people	\$900	Sales
07/14/2003	Radisson Plaza	1 Complimentary Room Nights for 1 people	\$150	Sales
		Breakfast for 2 people	\$30	
07/15/2003	Hilton Minneapolis	Lunch for 5 people	\$125	Sales
07/15/2003	Radisson Riverfront Hotel Saint Paul	Breakfast for 4 people	\$60	Sales
07/15/2003	Hyatt Minneapolis	2 Discounted Room Nights for 1 people	\$290	Tourism
07/15/2003	Courtyard by Marriott at the Depot	Lunch for 2 people	\$50	Sales
07/18/2003	Mill City Museum	GE Fam Tour	\$210	Tourism
07/18/2003	Science Museum of Minnesota	Grand Excursion Fam	\$480	Tourism
07/19/2003	DoubleTree Guest Suites	3 Complimentary Room Nights for 1 people	\$450	Service
07/20/2003	Hilton Minneapolis	2 Complimentary Room Nights for 3 people	\$900	Service

Done Internet

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FIG. 29B

InKind-Summary report - Microsoft Internet Explorer provided by GMCVA

File Edit View Favorites Tools Help

Back Forward Stop Search Favorites Media Print Mail Address Bar Go

Address <http://idssasp.com/idssinkind/report/rptsummary.asp?tsdate=06/30/2003&edate=01/01/2004>

Links Yahoo! IDSS GMCVA Home Launch Reg Form Launch Housing Form STG MUI Hotel User Citywide-Sign In Minneapolis.org IDSS Overland Park

		Amount for 2 people	
12/01/2003	American Recreation Unlimited	22 complimentary tickets	\$176 Executive
12/01/2003	Le Meridien	3 Complimentary Room Nights for 1 people Dinner for 8 people	\$450 \$600 Sales
12/02/2003	Millennium	3 Complimentary Room Nights for 1 people Dinner for 1 people	\$450 \$600 Sales
12/02/2003	Northwest Airlines, Inc	1/4 fare for David Fisher to Newark to meet with Eutech	\$1592 Sales
12/09/2003	Northwest Airlines, Inc	1/4 fare for Betty Williams to Washington, DC for sales calls & WABSCO Meeting event	\$1414 Sales
12/14/2003	Northwest Airlines, Inc	1/4 fare for site for Nat'l Center for Black Philanthropy	\$2104 Sales
12/15/2003	Northwest Airlines, Inc	1/4 fare for Annie Strange to attend Holiday Showcase in Chicago	\$1028 Sales
12/15/2003	Northwest Airlines, Inc	Comp tkt for site for Nat'l Center for Black Philanthropy	\$1414 Sales
12/16/2003	Hyatt Minneapolis	1 Complimentary Room Nights for 2 people	\$300 Sales
12/16/2003	Radisson Riverfront Hotel	Lunch for 3 people	\$75 Sales
12/16/2003	Millennium	1 Complimentary Room Nights for 1 people Breakfast for 3 people	\$150 \$45 Sales
12/16/2003	Northwest Airlines, Inc	2 comp tkts for site for Spina Bifida Assn	\$2142 Sales
12/17/2003	Hilton Minneapolis	Breakfast for 4 people	\$60 Sales
12/17/2003	Mall of America	Lunch	\$60 Sales
12/17/2003	Crowne Plaza Northstar	Lunch for 3 people	\$75 Sales
12/17/2003	Sheraton West	Accommodation for 1 people	\$125 Sales
12/18/2003	Sheraton West	Accommodation for 1 people	\$125 Sales
12/18/2003	Holiday Inn Mpls West	Lunch for 3 people	\$75 Sales
12/18/2003	Holiday Inn Mpls West	Lunch for 3 people	\$75 Sales
		TOTAL FOURTH QUARTER 2003	\$140,410.26
		TOTAL YEAR TO DATE	\$249,020.54

Done

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FIG. 30
MUI

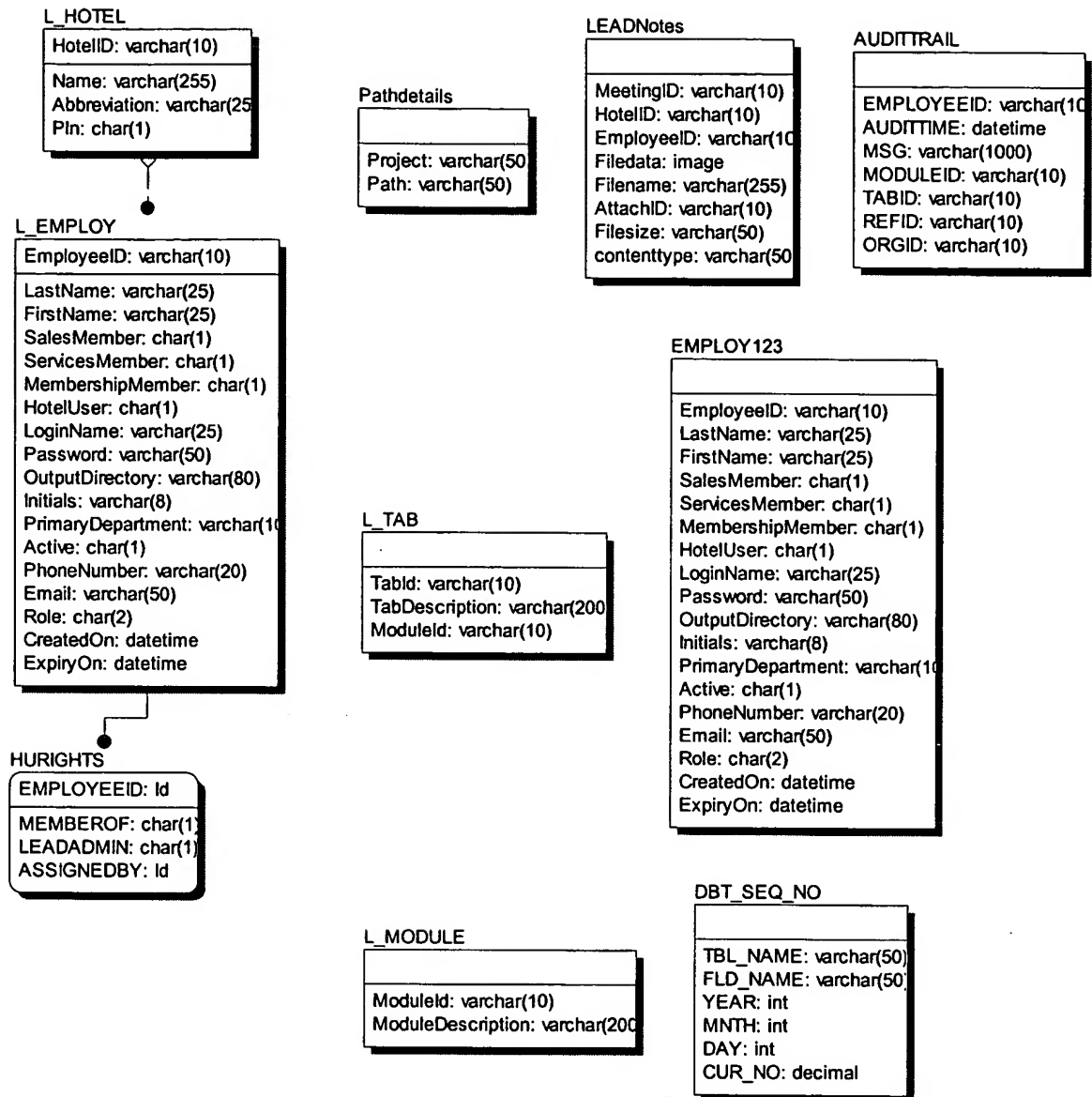


FIG. 32A
TOUR I

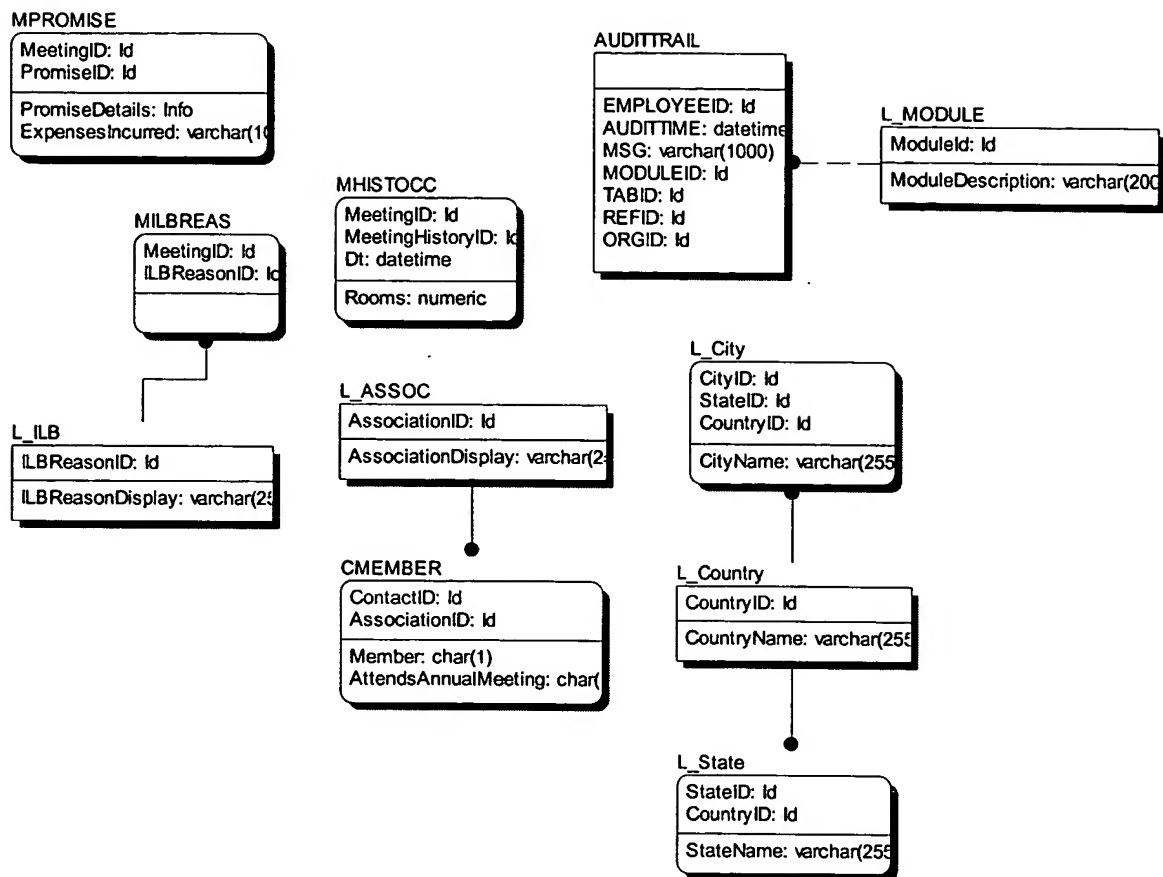
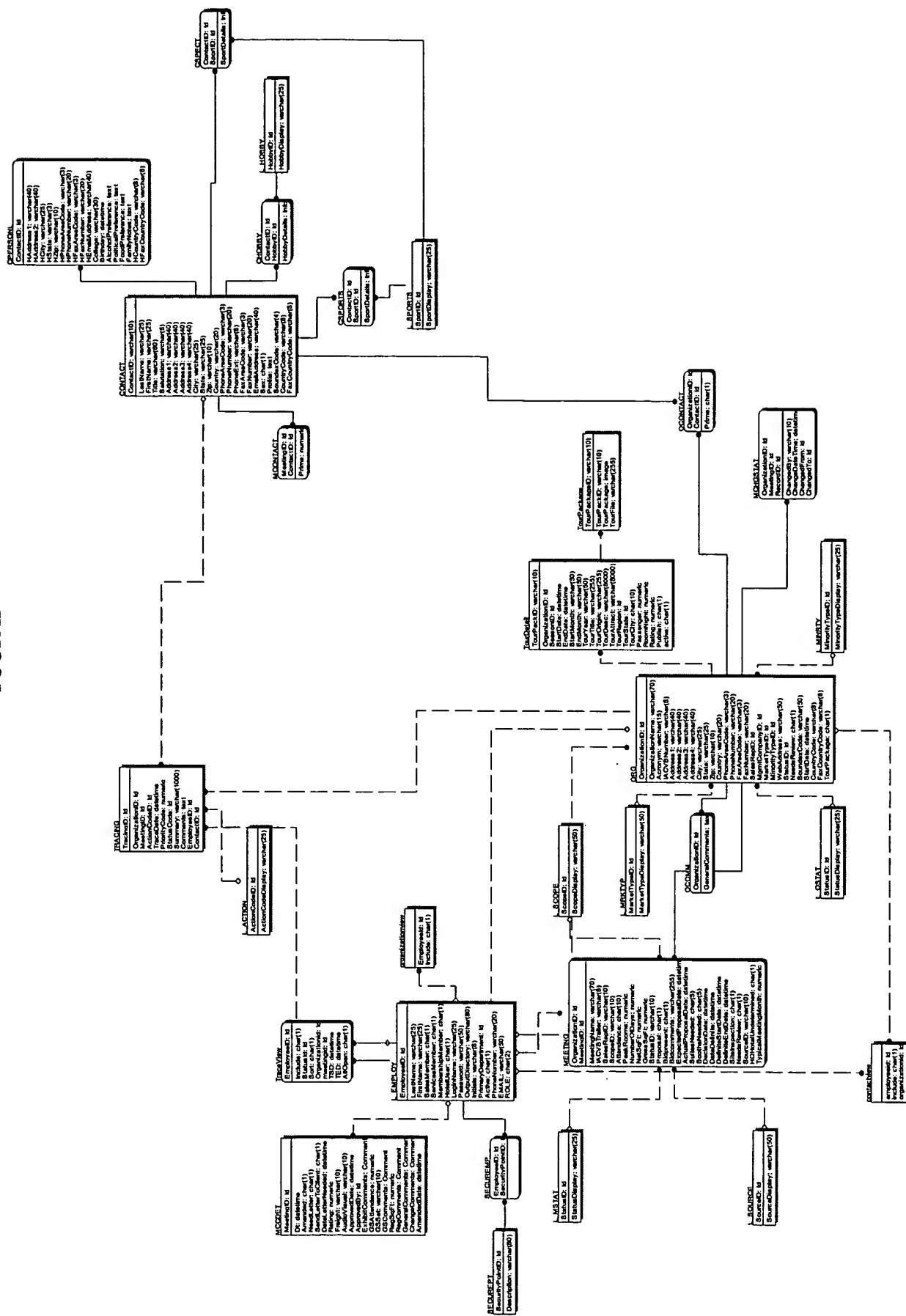


FIG. 32B
TOUR II



The diagram illustrates a data model for a meeting management system. It consists of the following tables and their attributes:

- CHECKOFF**: MeetingID: Id, MeetingDateD: Id, StartDate: datetime, EndDate: datetime, MeetingName: varchar(70), OrganizationName: varchar(70)
- MCOFF**: MeetingID: Id, MeetingDateD: Id, DayNumber: numeric, Assignment: char(1)
- MCOOD**: MeetingID: Id, MeetingDateD: Id, DayNumber: numeric, Assignment: char(1)
- L_SET**: Sets: Id, SetDescription: varchar(25)
- MOCREQ**: MeetingID: Id, MeetingDateD: Id, RequestRecordID: Id, Quantity: numeric, Sets: Id, Func: Id, Number: numeric, NumberType: char(1), Type: char(1), Comment: Comment
- MOCRECDY**: MeetingID: Id, MeetingDateD: Id, RequestRecordID: Id, DayNumber: numeric, Dt: datetime
- MOCREGRM**: MeetingID: Id, MeetingDateD: Id, RequestRecordID: Id, RoomID: Id, Sec: varchar(12), Hours: varchar(12), Approved: char(1), Reviewed: char(1)
- MOCREG**: MeetingID: Id, MeetingDateD: Id, DayNumber: numeric, ActivityCode: Id
- MOCORISE**: MeetingID: Id, MeetingDateD: Id, DayNumber: numeric, ActivityCode: Id
- MDATE**: MeetingID: Id, MeetingDateD: Id, StartDate: datetime, EndDate: datetime, DataStatusID: Id, StartYear: numeric, EndMonth: numeric, EndYear: numeric, StartDay: numeric, EndDay: numeric, Comment: text
- MDATECC**: MeetingID: Id, ExhibitMoetBegins: varchar(1), ExhibitMoetEnds: varchar(1), GSMoetBegins: varchar(12), GSMoetEnds: varchar(12), RegMoetBegins: varchar(12), RegMoetEnds: varchar(12)
- MCEXPRB**: MeetingID: Id, MeetingDateD: Id, DayNumber: numeric, ActivityCode: Id
- MCEXPRV**: MeetingID: Id, MeetingDateD: Id, StartDate: datetime, EndDate: datetime, OrganizationName: varchar(70)
- MCHOTEL**: MeetingID: Id, MeetingDateD: Id, HotelID: Id, ContractSigned: char(10)
- MCONTS**: MeetingID: Id, MeetingDateD: Id, DayNumber: numeric, Assignment: char(1)
- L_ACTIVITY**: ActivityCode: Id, ActivityDescription: varchar(25)
- ROOMS**: RoomID: Id, RoomName: varchar(50), Sec: varchar(3), Hours: varchar(12)

Relationships are indicated by lines connecting the tables:

- One-to-many (solid line)**:
 - CHECKOFF to MCOFF
 - CHECKOFF to MCOOD
 - CHECKOFF to MDATE
 - CHECKOFF to MCEXPRB
 - CHECKOFF to MCEXPRV
 - MCOFF to MCOOD
 - MCOOD to MDATE
 - MDATE to MDATECC
 - MDATECC to MCEXPRB
 - MCEXPRB to MCEXPRV
 - MCEXPRV to MCHOTEL
 - MCHOTEL to MCONTS
 - MCONTS to L_ACTIVITY
 - MDATE to MOCREQ
 - MOCREQ to MOCRECDY
 - MOCRECDY to MOCREGRM
 - MOCREGRM to MOCREG
 - MOCREG to MOCORISE
 - MOCORISE to L_ACTIVITY
 - MDATE to ROOMS
- One-to-one (dashed line)**:
 - MOCREQ to MOCRECDY
 - MOCRECDY to MOCREGRM
 - MOCREGRM to MOCREG
 - MOCREG to MOCORISE
 - MOCORISE to L_ACTIVITY
 - MDATE to MDATECC
 - MDATECC to MCEXPRB
 - MCEXPRB to MCEXPRV
 - MCEXPRV to MCHOTEL
 - MCHOTEL to MCONTS
 - MCONTS to L_ACTIVITY
 - MDATE to ROOMS

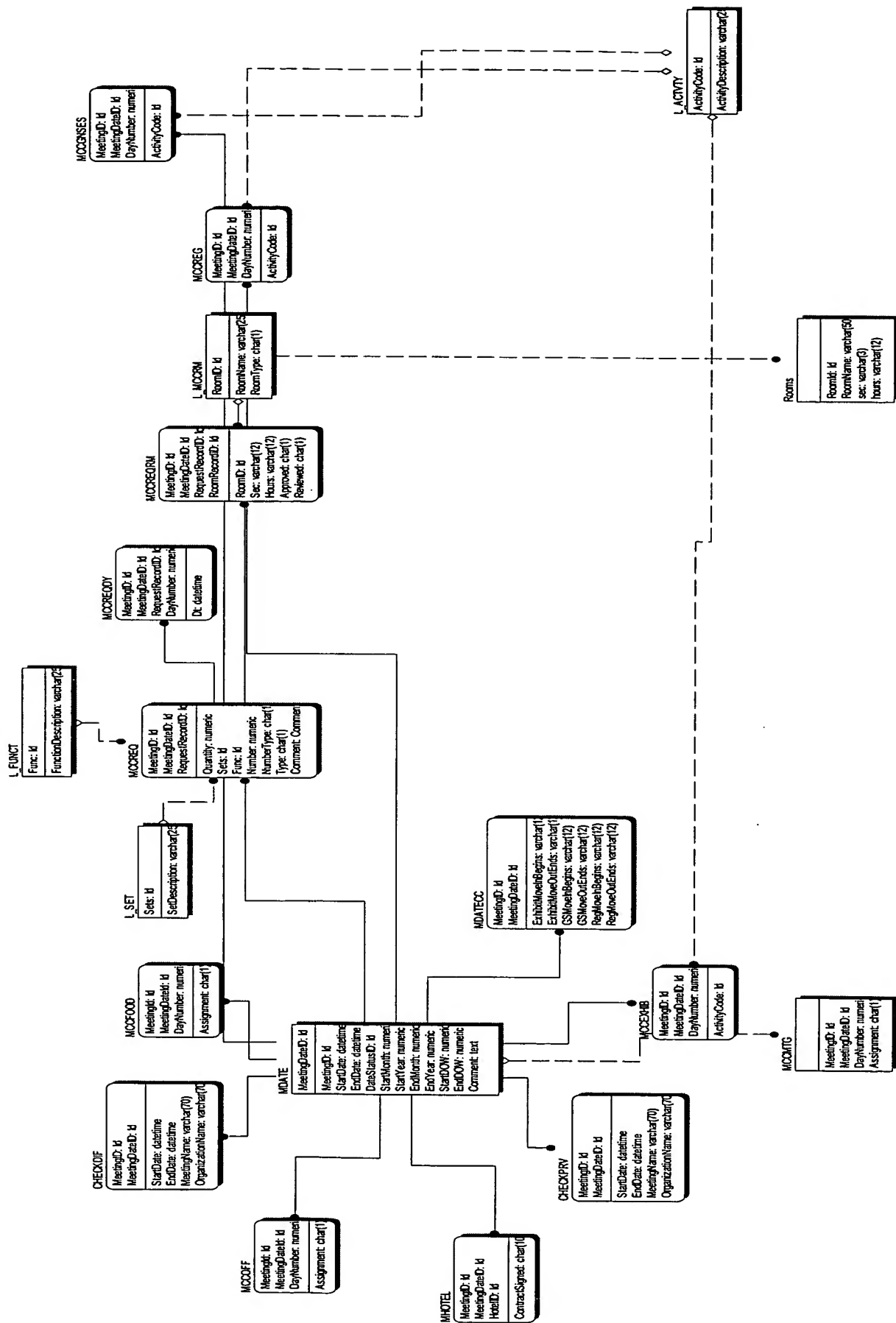


FIG. 33A
Sales I

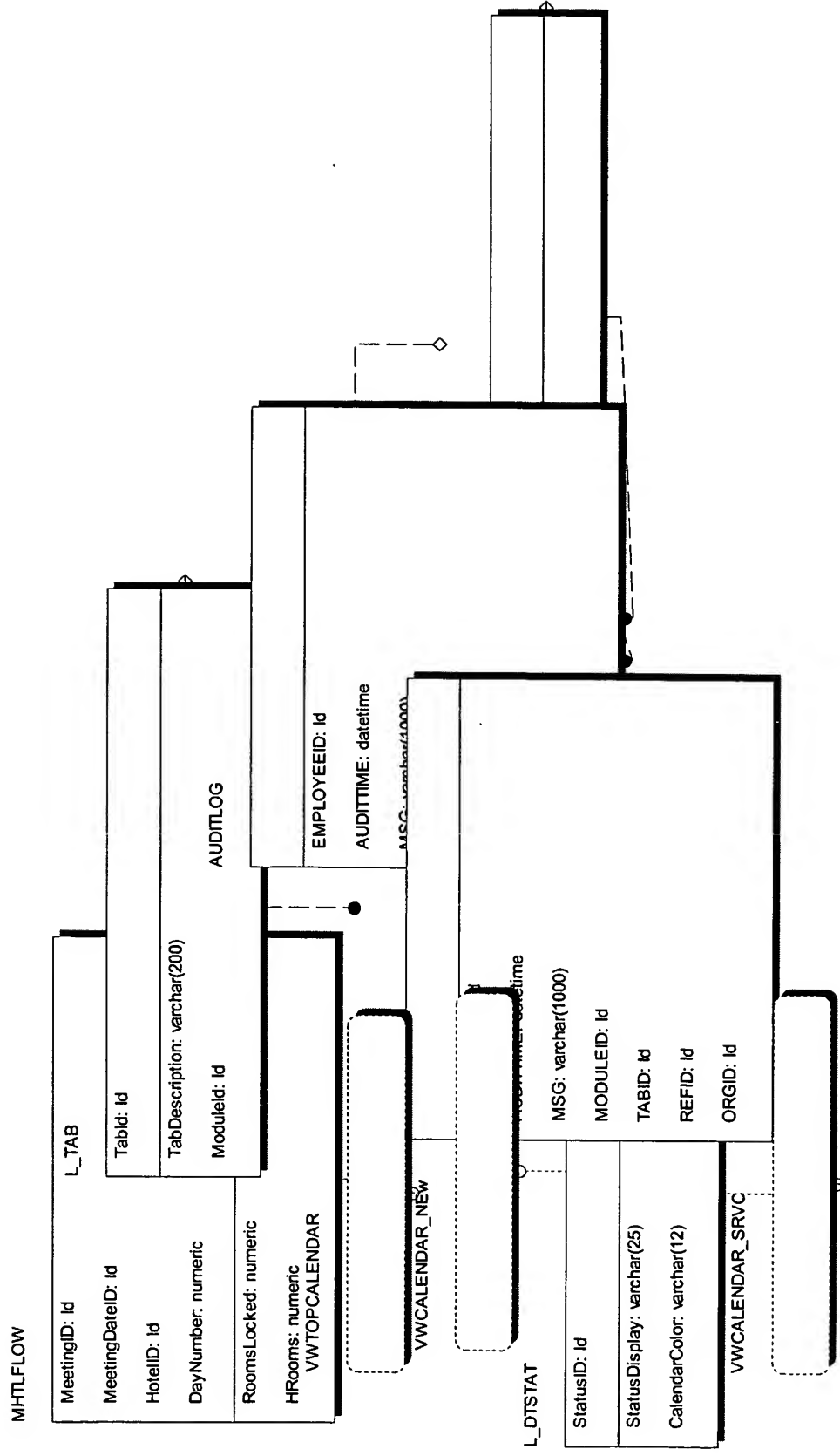


FIG. 33B
Sales II

